

Shidler Portfolio

December Receivers Report

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Executive Summary

Shidler Portfolio – December 2020

December Income & Expense - Consolidated

Consolidated Statement of Operations For the Month Ending December 31, 2020											

Chartwell portfolio consolidated performance:

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
								SUMMARY								
65,906		65,906		0	65,906		0	Total Rooms Available	778,116		778,116		0	775,990		2,126
24,382		39,749		-15,367	40,169		-15,787	Total Rooms Sold	306,038		544,290		-238,252	534,400		-228,362
37.00%		60.31%		-23.32%	60.95%		-23.95%	Occupancy %	39.33%		69.95%		-30.62%	68.87%		-29.54%
81.98		105.82		-23.85	104.80		-22.82	Average Rate	99.10		114.19		-15.08	113.41		-14.30
30.33		63.82		-33.50	63.88		-33.55	REVPAR	38.98		79.87		-40.90	78.10		-39.12
								REVENUES								
1,998,788	96.13	4,206,435	94.90	-2,207,647	4,209,749	95.41	-2,210,962	ROOMS	30,329,384	96.18	62,151,811	95.33	-31,821,797	60,604,998	95.32	-30,275,614
24,666	1.19	109,809	2.48	-85,144	108,442	2.46	-83,776	FOOD	412,394	1.31	1,449,908	2.22	-1,037,514	1,452,332	2.28	-1,039,939
3,166	0.15	22,431	0.51	-19,265	22,270	0.50	-19,104	BEVERAGE	78,437	0.25	330,916	0.51	-252,479	288,927	0.45	-210,490
52,675	2.53	93,990	2.12	-41,315	71,929	1.63	-19,254	MISCELLANEOUS	713,657	2.26	1,263,161	1.94	-549,524	1,232,846	1.94	-519,189
2,079,295	100.00	4,432,665	100.00	-2,353,371	4,412,391	100.00	-2,333,096	TOTAL REVENUES	31,533,872	100.00	65,195,185	100.00	-33,661,313	63,579,104	100.00	-32,045,232
								DEPARTMENT EXPENSES								
544,869	27.26	1,125,046	26.75	-580,178	1,175,964	27.93	-631,096	ROOMS EXPENSE	7,421,156	24.47	14,341,460	23.08	-6,920,303	13,902,694	22.94	-6,481,538
32,538	13.192	110,173	100.33	-77,635	124,287	114.61	-91,749	FOOD EXPENSE	466,634	113.15	1,336,144	92.15	-869,510	1,355,865	93.36	-889,231
6,529	206.20	10,477	46.71	-3,948	8,280	37.18	-1,750	BEVERAGE EXPENSE	66,945	85.35	150,527	45.49	-83,582	156,166	54.05	-89,220
12,386	23.51	22,061	23.47	-9,675	25,836	35.92	-13,450	MISCELLANEOUS EXPENSE	144,324	20.22	297,447	23.55	-153,122	342,618	27.79	-198,294
596,322	28.68	1,267,758	28.60	-671,436	1,334,367	30.24	-738,045	TOTAL DEPARTMENTAL EXPENSES	8,099,060	25.68	16,125,578	24.73	-8,026,518	15,757,342	24.78	-7,668,283
								DEPARTMENTAL PROFIT								
14,539.19	72.74	3,081,388	73.25	-1,627,469	3,033,785	72.07	-1,579,866	ROOMS PROFIT	22,908,228	75.53	47,809,721	76.92	-24,901,493	46,702,304	77.06	-23,794,076
-7,872	-31.92	-364	-0.33	-7,509	-15,845	-14.61	7,973	FOOD PROFIT	-54,240	-13.15	113,764	7.85	-168,004	96,468	6.64	-150,708
-3,363	-106.20	11954	53.29	-15,317	13,991	62.82	-17,354	BEVERAGE PROFIT	11,492	14.65	160,389	54.51	-168,897	132,762	45.95	-12,1270
40,289	76.49	71930	76.53	-31,641	46,093	64.08	-5,804	MISCELLANEOUS PROFIT	569,333	79.78	965,734	76.45	-396,401	890,228	72.21	-320,896
1,482,973	71.32	3,164,908	71.40	-1,681,935	3,078,024	69.76	-1,595,052	TOTAL DEPARTMENTAL PROFIT	23,434,812	74.32	49,069,607	75.27	-25,634,795	47,821,762	75.22	-24,386,950
391,795	18.84	522,402	11.79	-130,607	532,279	12.06	-140,484	A & G EXPENSE	4,699,990	14.90	6,397,453	9.81	-1,697,463	6,378,100	10.03	-1,678,110
43,225	2.08	37,255	0.84	5,970	39,008	0.88	4,216	TELECOM	491,849	156	446,519	0.68	45,330	460,368	0.72	31481
120,757	5.81	165,973	4.20	-65,217	167,635	3.80	-46,879	SALES & MARKETING EXPENSES	1,433,477	4.55	2,389,279	3.66	-955,801	2,167,706	3.41	-734,229
268,193	12.90	527,024	11.89	-258,831	563,630	12.77	-295,437	FRANCHISE FEES	3,833,316	12.16	7,735,554	11.87	-3,902,238	7,607,582	11.97	-3,774,266
146,638	7.05	249,332	5.62	-102,695	277,755	6.29	-131,118	MAINTENANCE EXPENSES	1,901,509	6.03	3,035,643	4.66	-1,134,134	3,035,805	4.77	-1,134,296
158,914	7.64	200,931	4.53	-42,017	226,501	5.13	-67,587	UTILITIES EXPENSE	2,100,535	6.66	2,694,929	4.13	-594,394	2,665,740	4.19	-565,205
1,129,521	54.32	1,722,918	38.87	-593,397	1,806,809	40.95	-677,288	TOTAL ADMIN EXPENSES	14,460,676	45.86	22,699,377	34.82	-8,238,700	22,315,302	35.10	-7,854,626
353,452	17.00	1,441,990	32.53	-1,088,538	1,271,215	28.81	-917,763	HOUSE PROFIT	8,974,136	28.46	26,370,230	40.45	-17,396,095	25,506,459	40.12	-16,532,324
								FIXED EXPENSES								
255,594	12.29	110,876	2.50	144,718	110,310	2.50	145,284	MANAGEMENT FEES	1,249,719	3.96	1,630,624	2.50	-380,905	1,589,588	2.50	-339,869
1,071,043	51.51	1,018,744	22.98	52,300	-1,181,097	-4.107	2,883,141	FIXED EXPENSES	12,404,342	39.34	12,525,005	19.21	-120,663	9,387,648	14.77	3,016,694
-973,186	-46.80	312,370	7.05	-1,285,556	2,973,002	67.38	-3,946,188	NET OPERATING INCOME	-4,679,925	-14.84	12,214,602	18.74	-16,894,527	14,529,223	22.85	-19,209,148
1,785,060	85.85	639,775	14.43	1,145,285	1,579,533	35.80	205,527	Other	19,381,272	61.46	7,794,225	11.96	11,587,047	19,848,530	31.22	-467,258
-2,758,246	-132.65	-327,405	-7.39	-2,430,841	1,393,469	31.58	-4,151,715	N.I. after Other	-24,061,197	-76.30	4,420,377	6.78	-28,481,574	-5,319,307	-8.37	-18,741,891

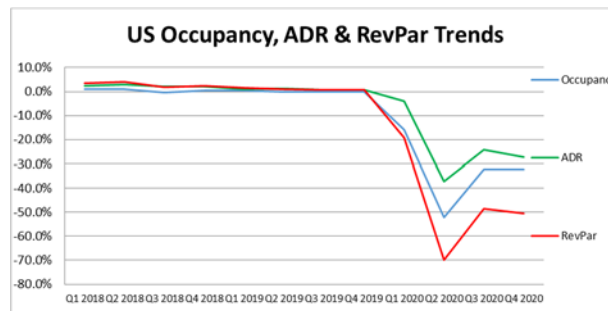
Hersha portfolio consolidated performance:

				Shidler Consolidated Hersha Hospitality Management Statement of Operations For the Month Ending December 31, 2020									
Actual December 2020		Current Month Budget December 2020		Actual December 2019				Actual December 2020		Year to Date Budget December 2020		Actual December 2019	
23,467		23,467		23,467		Total Available Rooms		277,062		277,062		276,305	
7,792		16,003		16,381		Rooms Sold		120,359		219,399		222,411	
33.20%		68.19%		69.80%		Occupancy		43.44%		79.19%		80.49%	
\$128.35		\$145.23		\$144.18		Average Daily Rate (ADR)		\$144.13		\$168.48		\$164.58	
\$42.62		\$99.04		\$100.64		Revenue Per Available Room (ReVPAR)		\$62.61		\$133.42		\$132.48	
Revenue													
1,000,110.53	95.63%	2,324,130.00	94.08%	2,361,754.23	93.83%	Rooms		17,347,299.10	94.66%	36,964,520.00	93.65%	36,603,521.98	93.51%
5,353.73	0.51%	75,720.00	3.07%	90,210.90	3.58%	Food and Beverage		363,590.91	1.98%	1,532,985.00	3.88%	1,502,682.36	3.84%
						Other Operated Departments							
20,893.73	2.00%	41,851.00	1.69%	42,007.70	1.67%	Other Misc		360,992.98	1.97%	616,206.00	1.56%	645,757.76	1.65%
20,893.73	2.00%	41,851.00	1.69%	42,007.70	1.67%	Total Other Operated Departments		360,992.98	1.97%	616,206.00	1.56%	645,757.76	1.65%
19,437.71	1.86%	28,661.00	1.16%	23,135.82	0.92%	Rentals and Other Income		254,920.36	1.39%	355,324.00	0.90%	390,096.99	1.00%
1,045,795.70	100.00%	2,470,362.00	100.00%	2,517,108.65	100.00%	Total Revenue		18,326,803.35	100.00%	39,469,035.00	100.00%	39,142,059.09	100.00%
Departmental Expenses													
261,331.12	24.99%	658,513.00	26.66%	726,778.79	28.87%	Rooms		4,567,865.47	24.92%	8,683,296.00	22.00%	8,733,651.00	22.31%
1,044.87	0.10%	55,793.00	2.26%	72,779.65	2.89%	Food and Beverage		219,783.96	1.20%	994,557.00	2.52%	1,036,413.53	2.65%
						Other Operated Departments							
3,891.52	0.37%	9,020.00	0.37%	10,050.51	0.40%	Other Misc		63,788.44	0.35%	133,901.00	0.34%	136,548.60	0.35%
3,891.52	0.37%	9,020.00	0.37%	10,050.51	0.40%	Other Operated Departments		63,788.44	0.35%	133,901.00	0.34%	136,548.60	0.35%
266,267.51	25.46%	723,326.00	29.28%	809,608.95	32.16%	Total Departmental Expenses		4,851,437.87	26.47%	9,811,754.00	24.86%	9,906,613.13	25.31%
779,528.19	74.54%	1,747,036.00	70.72%	1,707,499.70	67.84%	Total Departmental Income		13,475,365.48	73.53%	29,657,281.00	75.14%	29,235,445.96	74.69%
Undistributed Operating Expenses													
162,423.63	15.53%	209,001.00	8.46%	225,993.04	8.98%	Administrative and General		1,975,056.55	10.78%	2,763,838.00	7.00%	2,791,412.85	7.13%
33,029.75	3.16%	46,958.00	1.90%	48,670.19	1.93%	Information & Telecommunications		485,103.40	2.65%	597,608.00	1.51%	632,908.58	1.62%
157,192.41	15.03%	354,314.00	14.34%	343,424.29	13.64%	Sales and Marketing		2,397,527.80	13.08%	4,968,760.00	12.59%	4,666,258.43	11.92%
101,243.68	9.68%	143,322.00	5.80%	148,739.61	5.91%	Property Operation and Maintenance		1,202,010.17	6.56%	1,763,826.00	4.47%	1,789,801.15	4.57%
66,070.92	6.32%	103,106.00	4.17%	90,612.18	3.60%	Utilities		1,039,904.59	5.67%	1,317,363.00	3.34%	1,272,575.21	3.25%
519,960.39	49.72%	856,701.00	34.68%	857,439.31	34.06%	Total Undistributed Expenses		7,099,602.51	38.74%	11,411,395.00	28.91%	11,152,958.22	28.49%
259,567.80	24.82%	890,335.00	36.04%	850,060.39	33.77%	Gross Operating Profit		6,375,762.97	34.79%	18,245,886.00	46.23%	18,082,487.74	46.20%
31,361.77	3.00%	74,045.00	3.00%	75,334.76	2.99%	Management Fees		549,392.43	3.00%	1,181,959.00	2.99%	1,172,083.30	2.99%
31,361.77	3.00%	74,045.00	3.00%	75,334.76	2.99%	Total Management Fees		549,392.43	3.00%	1,181,959.00	2.99%	1,172,083.30	2.99%
Income Before Non Operating Income And Expense													
228,206.03	21.82%	816,290.00	33.04%	774,725.63	30.78%			5,826,370.54	31.79%	17,063,927.00	43.23%	16,910,404.44	43.20%
209.52	0.02%		0.00%		0.00%	Non Operating Income		209.52	0.00%	2,230.00	0.01%	2,440.34	0.01%
Non Operating Expense													
587,040.13	56.13%	410,682.00	16.62%	400,000.00	15.89%	Rent		4,972,300.07	27.13%	4,893,314.00	12.40%	4,362,250.00	11.14%
211,893.10	20.26%	195,758.00	7.92%	167,556.40	6.66%	Property and Other Taxes		2,885,318.76	15.74%	2,349,100.00	5.95%	2,178,535.30	5.57%
66,344.08	6.34%	51,675.00	2.09%	53,662.05	2.13%	Insurance		783,014.13	4.27%	622,539.00	1.58%	497,474.44	1.27%
547.47	0.05%		0.00%	17,094.32	0.68%	Owner's Expense		65,133.46	0.36%		0.00%	76,207.09	0.19%
	0.00%		0.00%		0.00%	Extraordinary Gain/Loss		(24,899.08)	-0.14%		0.00%		0.00%
865,824.78	82.79%	658,115.00	26.64%	638,312.77	25.36%	Total Non Operating Expenses		8,680,867.34	47.37%	7,864,953.00	19.93%	7,114,466.83	18.18%
(637,409.23)	-60.95%	158,175.00	6.40%	136,412.86	5.42%	Net Operating Income		(2,854,287.28)	-15.57%	9,201,204.00	23.31%	9,798,377.95	25.03%
465,388.05	44.50%	477,967.00	19.35%	473,420.44	18.81%	Interest		5,594,938.71	30.53%	5,736,023.00	14.53%	5,725,063.62	14.63%
(1,102,797.28)	-105.45%	(319,792.00)	-12.95%	(337,007.58)	-13.39%	Adjusted Net Operating Income		(8,449,225.99)	-46.10%	3,465,181.00	8.78%	4,073,314.33	10.41%

Industry Outlook

The gains seen in the summer and early fall have given way to eroding results once again, as the resurgence of the pandemic coincided with colder temperatures and school, at least in many parts of the country. The leisure business that was driving the uptick in performance slowed, and with no Corporate or Group recovery of any note, the year over year performance in the industry declined relative to the last quarter. Full year results are now in, with US Occupancy reported at 44% for open hotels, or 41.7% when accounting for COVID related closures, at an Average Daily Rate of only \$103.25. RevPAR for the year was \$45.48 for hotels that were open, \$43.03 for the industry including the temporarily closed properties. Interestingly, it was ADR that drove the 4th quarter decline, as Overall Demand decline was relatively flat from Q3 to Q4 thanks in part to Essential Traveler business related to COVID. Rate decline came both through discounting for both leisure and essential travel.

US Industry	This Quarter	Running 12 Months
Supply	-2.0%	-3.6%
Demand	-33.5%	-35.7%
Occupancy	-32.1%	-33.3%
ADR	-27.2%	-21.3%
RevPAR	-50.6%	-47.5%



Industry Forecast for 2020 & 2021 by Smith Travel Research & CBRE (as of November data)

US Industry	2019	2020 STR	2020 CBRE	2021 STR	2021 CBRE
Occupancy	66.1%	42.2%	41.8%	52.2%	50.1%
ADR	\$131.11	\$103.65	\$102.94	\$109.21	\$101.65
RevPAR	\$86.66	\$43.76	\$43.06	\$57.03	\$50.89

December STR Performance - Consolidated

	▼	Values																	
		Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR	Hotel % ADR Change	Comp Set ADR	Comp Set % ADR Change	ADR Index	ADR Index % Change	Hotel RevPar	Hotel % RevPar Change	Comp Set RevPar	Comp Set % RevPar Change	RevPar Index	RevPar Index % Change
MONTH PORTFOLIO		36.0%	-43.0%	41.0%	-33.8%	87.8%	-13.9%	\$93.33	-19.7%	\$85.30	-25.2%	109.4%	7.4%	\$33.59	-54.3%	\$34.96	-50.5%	96.1%	-7.5%
T3 PORTFOLIO		37.8%	-46.1%	42.5%	-37.6%	89.0%	-13.6%	\$95.88	-20.6%	\$86.49	-27.6%	110.9%	9.6%	\$36.27	-57.2%	\$36.78	-54.8%	98.6%	-5.3%
YTD PORTFOLIO		40.4%	-43.8%	41.1%	-41.3%	98.2%	-4.3%	\$111.81	-27.9%	\$105.86	-16.2%	105.6%	-13.9%	\$45.16	-59.5%	\$43.55	-50.9%	103.7%	-17.6%
T12 PORTFOLIO		40.4%	-43.8%	41.1%	-41.3%	98.2%	-4.3%	\$111.81	-13.0%	\$105.86	-16.2%	105.6%	3.9%	\$45.16	-51.1%	\$43.55	-50.9%	103.7%	-0.5%
MONTH	▼																		
		Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR	Hotel % ADR Change	Comp Set ADR	Comp Set % ADR Change	ADR Index	ADR Index % Change	Hotel RevPar	Hotel % RevPar Change	Comp Set RevPar	Comp Set % RevPar Change	RevPar Index	RevPar Index % Change
Comfort Inn Cross Creek		32.7	-19.1	39.6	6.4	82.5	-24.0	68.02	-14.0	65.44	-6.8	103.9	-7.7	22.24	-30.4	25.92	-0.8	85.8	-29.9
Courtyard Alexandria Pentagon South		11.4	-79.1	22.9	-61.6	49.6	-45.5	70.16	-29.8	72.36	-25.1	97.0	-6.4	7.98	-85.3	16.60	-71.2	48.1	-49.0
Courtyard Chicago St Charles		23.8	-52.0	26.8	-48.2	89.0	-7.3	78.10	-27.9	79.92	-17.3	97.7	-12.9	18.61	-65.4	21.41	-57.2	86.9	-19.2
Courtyard Houston Brookhollow		17.0	-56.9	23.7	-48.1	71.7	-16.9	68.02	-12.5	81.48	-9.9	83.5	-2.9	11.57	-62.3	19.33	-53.2	59.9	-19.3
Fairfield Inn & Suites Naples		52.1	-27.3	56.0	-0.4	92.9	-27.0	98.32	-5.4	98.12	-14.2	100.2	10.2	51.18	-31.3	54.99	-14.5	93.1	-19.6
Fairfield Inn & Suites Orlando Near Universal Orlando Resort		51.5	-38.9	64.7	-23.4	79.5	-20.3	70.42	-42.4	74.05	-37.9	95.1	-7.3	36.25	-64.9	47.94	-52.4	75.6	-26.1
Hampton by Hilton Inn & Suites Clermont		51.5	-37.0	54.9	-28.1	93.7	-12.4	95.99	-23.7	86.74	-16.2	110.7	-8.9	49.44	-51.9	47.66	-39.8	103.7	-20.2
Hampton by Hilton Inn & Suites Fort Myers Estero/FGCU		41.6	-41.8	63.1	-22.9	65.9	-24.5	95.64	-15.6	99.45	-15.3	96.2	-0.4	39.78	-50.9	62.73	-34.7	63.4	-24.8
Hampton by Hilton Inn & Suites Stuart-North		51.0	-42.6	58.1	-19.7	87.9	-28.6	94.22	-17.4	82.44	-15.1	114.3	-2.7	48.09	-52.6	47.89	-31.8	100.4	-30.5
Hampton by Hilton Inn Atlanta-Perimeter Center		29.1	-38.1	44.4	-5.8	65.6	-34.3	63.88	-34.5	67.89	-36.4	94.1	2.9	18.58	-59.5	30.12	-40.1	61.7	-32.4
Hampton by Hilton Inn Charlotte-University Place		18.0	-60.4	35.4	-28.7	51.0	-44.5	70.47	-20.1	69.41	-22.4	101.5	2.9	12.72	-68.4	24.58	-44.7	51.7	-42.8
Hampton by Hilton Inn Raleigh/Cary		30.2	-43.7	34.9	-38.9	86.6	-7.8	72.89	-28.0	72.91	-24.3	100.0	-4.9	22.02	-59.5	25.44	-53.8	86.6	-12.3
Hilton Garden Inn Atlanta North Alpharetta		38.5	-27.2	39.0	-28.8	98.7	2.3	68.42	-46.7	61.81	-46.3	110.7	-0.8	26.35	-61.2	24.13	-61.8	109.2	1.6
Hilton Garden Inn San Antonio Airport		41.6	-41.3	35.8	-46.3	116.1	9.3	68.89	-17.6	69.58	-22.1	99.0	5.8	28.66	-51.6	24.93	-58.1	114.9	15.6
Homewood Suites by Hilton Houston Clearlake		67.7	15.6	61.8	30.3	109.4	-11.3	78.12	-28.6	72.99	-30.0	107.0	2.1	52.87	-17.4	45.13	-8.8	117.1	-9.5
Homewood Suites by Hilton Phoenix Metro Center		37.9	-50.3	39.2	-39.0	96.6	-18.5	93.27	1.5	74.52	-10.1	125.2	12.9	35.34	-49.5	29.22	-45.2	121.0	-7.9
Homewood Suites by Hilton Raleigh Crabtree Valley		37.0	-44.2	39.1	-39.3	94.6	-8.0	97.00	-14.1	91.94	-16.5	105.5	2.9	35.90	-52.1	35.97	-49.3	99.8	-5.4
Hyatt House Pleasant Hill		41.5	-52.1	25.5	-61.7	162.4	25.1	160.47	-1.5	114.22	-22.5	140.5	27.2	66.53	-52.8	29.16	-70.4	228.1	59.2
Hyatt House Pleasanton		33.0	-55.5	29.9	-53.1	110.3	-5.1	136.67	-26.2	93.96	-38.9	145.5	20.9	45.12	-67.2	28.13	-71.4	160.4	14.7
Hyatt House Scottsdale Old Town		49.1	-36.2	50.2	-35.8	97.7	-0.5	126.84	-9.9	105.46	-22.4	120.3	16.1	62.25	-42.5	52.96	-50.2	117.5	15.5
Residence Inn Greenbelt		38.9	-36.9	26.2	-41.5	148.4	7.9	111.70	-15.4	72.43	-27.0	154.2	15.8	43.42	-46.6	18.98	-57.3	228.8	24.9
SpringHill Suites Naples		40.7	-48.6	53.0	-8.2	76.7	-44.0	110.98	-2.6	100.45	-19.8	110.5	21.5	45.17	-49.9	53.28	-26.4	84.8	-31.9

Summary

Month to month change in Occupancy overall for the portfolio was minimal, with a decline of just 0.7pp thanks to the seasonal gains in Florida and solid base business in Clearlake. Total US Occupancy was 35.5% per STR TRI data, well down from the 39% achieved in November, and the portfolio won fair share against the US. Against their defined Competitive Set, however, the portfolio continued to underperform at an Occupancy Index of 87.8%, only 0.6pp better than November. ADR across the US shifted slightly upward from November to December (+1.1%) while this portfolio experienced a 3.6% decline. Despite the challenges, the portfolio did maintain an advantage in RevPAR to the US, finishing at \$33.59 to the US STR TRI of \$32.64. For the full year the portfolio also modestly exceeded the US Average in RevPAR (\$43.03), finishing at \$43.55, driven by the stronger performance of the Hersha properties. In December, five properties exceeded fair occupancy share in their comp set, while 14 exceeded ADR share and 10 over-indexed in RevPAR.

December performance – Hersha managed assets:

	▼	Comp Set						Comp Set						Comp Set						Sub-Market Supply % Chg	Sub-Market Demand % Chg	Market Supply % Chg	Market Demand % Chg
		Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	% Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR	Hotel % ADR Change	Comp Set ADR	% ADR Change	ADR Index	ADR Index % Change	Hotel RevPar	Hotel % RevPar Change	Comp Set RevPar	% RevPar Change	RevPar Index	RevPar Index % Change				
MONTH PORTFOLIO		33.2%	-52.4%	31.1%	-51.9%	106.9%	-1.0%	\$128.35	-11.0%	\$97.63	-27.2%	131.5%	22.3%	\$42.62	-57.7%	\$30.33	-65.0%	140.5%	21.1%				
T3 PORTFOLIO		37.9%	-50.3%	35.4%	-52.2%	106.9%	4.0%	\$134.93	-14.2%	\$103.41	-30.3%	130.5%	23.1%	\$51.11	-57.4%	\$36.66	-66.7%	139.4%	28.1%				
YTD PORTFOLIO		43.4%	-46.0%	37.6%	-50.9%	115.7%	10.0%	\$144.13	-28.8%	\$127.65	-17.8%	112.9%	-13.4%	\$62.61	-61.6%	\$47.94	-59.7%	130.6%	-4.7%				
T12 PORTFOLIO		43.4%	-46.0%	37.6%	-50.9%	115.7%	10.0%	\$144.13	-12.4%	\$127.65	-17.8%	112.9%	6.6%	\$62.61	-52.7%	\$47.94	-59.7%	130.6%	17.2%				
Values																							
MONTH	▼	Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR	Hotel % ADR Change	Comp Set ADR	Comp Set % ADR Change	ADR Index	ADR Index % Change	Hotel RevPar	Hotel % RevPar Change	Comp Set RevPar	Comp Set % RevPar Change	RevPar Index	RevPar Index % Change	Sub-Market Supply % Chg	Sub-Market Demand % Chg	Market Supply % Chg	Market Demand % Chg
Courtyard Alexandria Pentagon South		11.4	-79.1	22.9	-61.6	49.6	-45.5	70.16	-29.8	72.36	-25.1	97.0	-6.4	7.98	-85.3	16.60	-71.2	48.1	-49.0	3.5	-45.6	-10.4	-54.2
Hyatt House Pleasant Hill		41.5	-52.1	25.5	-61.7	162.4	25.1	160.47	-1.5	114.22	-22.5	140.5	27.2	66.53	-52.8	29.16	-70.4	228.1	59.2	-5.9	-31.6	-1.8	-36.0
Hyatt House Pleasanton		33.0	-55.5	29.9	-53.1	110.3	-5.1	136.67	-26.2	93.96	-38.9	145.5	20.9	45.12	-67.2	28.13	-71.4	160.4	14.7	4.2	-36.4	-1.8	-36.0
Hyatt House Scottsdale Old Town		49.1	-36.2	50.2	-35.8	97.7	-0.5	126.84	-9.9	105.46	-22.4	120.3	16.1	62.25	-42.5	52.96	-50.2	117.5	15.5	3.1	-40.7	-1.4	-30.0
Residence Inn Greenbelt		38.9	-36.9	26.2	-41.5	148.4	7.9	111.70	-15.4	72.43	-27.0	154.2	15.8	43.42	-46.6	18.98	-57.3	228.8	24.9	-19.5	-43.3	-10.4	-54.2

December performance – Chartwell managed assets:

	▼	Comp Set						Comp Set						Comp Set						Sub-Market Supply % Chg	Sub-Market Demand % Chg	Market Supply % Chg	Market Demand % Chg
		Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	% Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR	Hotel % ADR Change	Comp Set ADR	% ADR Change	ADR Index	ADR Index % Change	Hotel RevPar	Hotel % RevPar Change	Comp Set RevPar	% RevPar Change	RevPar Index	RevPar Index % Change				
MONTH PORTFOLIO		37.0%	-39.2%	45.6%	-24.8%	81.0%	-19.2%	\$82.13	-21.6%	\$81.36	-21.8%	100.9%	0.3%	\$30.37	-52.3%	\$37.13	-41.2%	81.8%	-18.9%				
T3 PORTFOLIO		37.8%	-44.4%	45.8%	-29.8%	82.5%	-20.9%	\$81.95	-22.9%	\$80.37	-22.8%	102.0%	-0.1%	\$30.98	-57.1%	\$36.84	-45.7%	84.1%	-20.9%				
YTD PORTFOLIO		39.3%	-42.9%	42.8%	-36.2%	91.8%	-10.5%	\$99.09	-26.8%	\$96.91	-12.7%	102.2%	-16.2%	\$38.94	-58.2%	\$41.49	-44.3%	93.9%	-25.0%				
T12 PORTFOLIO		39.3%	-42.9%	42.8%	-36.2%	91.8%	-10.5%	\$99.09	-12.6%	\$96.91	-12.7%	102.2%	0.0%	\$38.94	-50.1%	\$41.49	-44.3%	93.9%	-10.5%				
Values																							
MONTH	▼	Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR	Hotel % ADR Change	Comp Set ADR	Comp Set % ADR Change	ADR Index	ADR Index % Change	Hotel RevPar	Hotel % RevPar Change	Comp Set RevPar	Comp Set % RevPar Change	RevPar Index	RevPar Index % Change	Sub-Market Supply % Chg	Sub-Market Demand % Chg	Market Supply % Chg	Market Demand % Chg
Comfort Inn Cross Creek		32.7	-19.1	39.6	6.4	82.5	-24.0	68.02	-14.0	65.44	-6.8	103.9	-7.7	22.24	-30.4	25.92	-0.8	85.8	-29.9	0.0	-7.7	2.5	-15.3
Courtyard Chicago St Charles		23.8	-52.0	26.8	-48.2	89.0	-7.3	78.10	-27.9	79.92	-17.3	97.7	-12.9	18.61	-65.4	21.41	-57.2	86.9	-19.2	-3.4	-21.9	-10.7	-57.5
Courtyard Houston Brookhollow		17.0	-56.9	23.7	-48.1	71.7	-16.9	68.02	-12.5	81.48	-9.9	83.5	-2.9	11.57	-62.3	19.33	-53.2	59.9	-19.3	0.5	-23.6	0.3	-32.4
Fairfield Inn & Suites Naples		52.1	-27.3	56.0	-0.4	92.9	-27.0	98.32	-5.4	98.12	-14.2	100.2	10.2	51.18	-31.3	54.99	-14.5	93.1	-19.6	4.4	-20.2	4.1	-16.5
Fairfield Inn & Suites Orlando Near Universal Orlando Resort		51.5	-38.9	64.7	-23.4	79.5	-20.3	70.42	-42.4	74.05	-37.9	95.1	-7.3	36.25	-64.9	47.94	-52.4	75.6	-26.1	-1.4	-50.0	-8.9	-52.1
Hampton by Hilton Inn & Suites Clermont		51.5	-37.0	54.9	-28.1	93.7	-12.4	95.99	-23.7	86.74	-16.2	110.7	-8.9	49.44	-51.9	47.66	-39.8	103.7	-20.2	2.5	-31.8	-8.9	-52.1
Hampton by Hilton Inn & Suites Fort Myers Estero/FGCU		41.6	-41.8	63.1	-22.9	65.9	-24.5	95.64	-15.6	99.45	-15.3	96.2	-0.4	39.78	-50.9	62.73	-34.7	63.4	-24.8	5.8	-16.1	4.0	-19.8
Hampton by Hilton Inn & Suites Stuart-North		51.0	-42.6	58.1	-19.7	87.9	-28.6	94.22	-17.4	82.44	-15.1	114.3	-2.7	48.09	-52.6	47.89	-31.8	100.4	-30.5	2.8	-14.2	4.1	-16.5
Hampton by Hilton Inn Atlanta-Perimeter Center		29.1	-38.1	44.4	-5.8	65.6	-34.3	63.88	-34.5	67.89	-36.4	94.1	2.9	18.58	-59.5	30.12	-40.1	61.7	-32.4	7.0	-13.6	1.7	-20.6
Hampton by Hilton Inn Charlotte-University Place		18.0	-60.4	35.4	-28.7	51.0	-44.5	70.47	-20.1	69.41	-22.4	101.5	2.9	12.72	-68.4	24.58	-44.7	51.7	-42.8	4.4	-22.1	4.7	-32.2
Hampton by Hilton Inn Raleigh/Cary		30.2	-43.7	34.9	-38.9	86.6	-7.8	72.89	-28.0	72.91	-24.3	100.0	-4.9	22.02	-59.5	25.44	-53.8	86.6	-12.3	2.8	-36.1	0.4	-34.1
Hilton Garden Inn Atlanta North Alpharetta		38.5	-27.2	39.0	-28.8	98.7	2.3	68.42	-46.7	61.81	-46.3	110.7	-0.8	26.35	-61.2	24.13	-61.8	109.2	1.6	1.8	-22.0	1.7	-20.6
Hilton Garden Inn San Antonio Airport		41.6	-41.3	35.8	-46.3	116.1	9.3	68.89	-17.6	69.58	-22.1	99.0	5.8	28.66	-51.6	24.93	-58.1	114.9	15.6	-4.0	-35.4	-2.0	-34.1
Homewood Suites by Hilton Houston Clearlake		67.7	15.6	61.8	30.3	109.4	-11.3	78.12	-28.6	72.99	-30.0	107.0	2.1	52.87	-17.4	45.13	-8.8	117.1	-9.5	0.5	-17.6	0.3	-32.4
Homewood Suites by Hilton Phoenix Metro Center		37.9	-50.3	39.2	-39.0	96.6	-18.5	93.27	1.5	74.52	-10.1	125.2	12.9	35.34	-49.5	29.22	-45.2	121.0	-7.9	-4.6	-22.2	-1.4	-30.0
Homewood Suites by Hilton Raleigh Crabtree Valley		37.0	-44.2	39.1	-39.3	94.6	-8.0	97.00	-14.1	91.94	-16.5	105.5	2.9	35.90	-52.1	35.97	-49.3	99.8	-5.4	3.1	-31.2	0.4	-34.1
SpringHill Suites Naples		40.7	-48.6	53.0	-8.2	76.7	-44.0	110.98	-2.6	100.45	-19.8	110.5	21.5	45.17	-49.9	53.28	-26.4	84.8	-31.9	4.4	-20.2	4.1	-16.5

Property Highlights - Chartwell:

Comfort Inn Fayetteville

- 32.6% Occupancy; \$68.12 ADR; \$22.24 RevPAR (-17% vs Nov); \$123,370 Total Revenues; \$14,197 GOP; -\$27,585 NOI
- For the year, Occupancy was 40.9% at an ADR of \$71.32; \$629,057 GOP; \$241,962 NOI
- Upon takeover, it became clear immediately that the mold issue was more significant than previously reported – the new manager placed 25 rooms Out of Order and began to solicit remediation estimates. Roof leaks being investigated; hot water circulation concern also being vetted.

Courtyard Chicago St Charles

- 23.9% Occupancy; \$77.25 ADR; \$18.43 RevPAR (-10% vs Nov); \$71,774 Total Revenues; -\$36,298 GOP; -\$109,697 NOI
- For the year, Occupancy was 34.8% at an ADR of \$93.79; \$249,478 GOP; -\$463,950 NOI
- ADA suit settled, some seasonal small repairs remain. Kane Co remains at Level 3, no meetings, no F&B except Grab and Go, 25% capacity in Fitness Center, no one other than registered guests permitted in hotel rooms. Sprinkler pipe found leaking at transition, repairs ordered.

Courtyard Houston Brookhollow

- 17.1% Occupancy; \$67.71 ADR; \$11.54 RevPAR (-13% vs Nov); \$75,656 Total Revenues; \$4,892; -\$98,503 NOI
- For the year, Occupancy was 22.3% at an ADR of \$78.11; -\$4,307 GOP; -\$1,106,210 NOI
- No GM on property at takeover, transition GM in place. F&B outlets remain closed.

Fairfield Inn & Suites Naples

- 52.1% Occupancy; \$98.26 ADR; \$45.42 RevPAR (+13% vs Nov); \$175,620 Total Revenues; \$60,194 GOP; -\$7,388 NOI
- For the year, Occupancy was 57.2% at an ADR of \$107.48; \$1,071,052 GOP; \$400,596 NOI
- Seasonal uptick in performance, but still well below prior years. Heavy sports group influence. Security system found to be not recording.

Fairfield Inn & Suites Orlando Universal

- 51.5% Occupancy; \$70.38 ADR; \$36.25 RevPAR (+24% vs Nov); \$131,503 Total Revenues; \$47,966 GOP; -\$31,859 NOI
- For the year, Occupancy was 35.9% at an ADR of \$94.07; \$392,237 GOP; -\$413,746
- Seasonal uptick in performance, but still well below prior years. 17 rooms Out of Order due to PTAC's but occupancy does not yet warrant expense of replacement. Rooftop HVAC unit found to be not working at takeover, bids being secured.

Hampton Inn & Suites Clermont

- 51.5% Occupancy; \$95.99 ADR; \$49.44 RevPAR (-12% vs Nov); \$135,633 Total Revenues; \$46,052 GOP; **-\$17,383 NOI**
- For the year, Occupancy was 55.6% at an ADR of \$115.13; \$884,483 GOP; \$230,206 NOI
- Insufficient seasonal uptick in this Orlando sub-market in December to offset group losses.

Hampton Inn & Suites Fort Myers Estero FGCU

- 41.6% Occupancy; \$96.58 ADR; \$40.17 RevPAR (+39% vs Nov); \$119,456 Total Revenues; \$37,029 GOP; **-\$22,131 NOI**
- For the year, Occupancy was 41.1% at an ADR of \$130.82; \$722,097 GOP; \$119,281 NOI
- Season uptick in revenues, but still well below prior years. Upon takeover, it was discovered that although the contractor had the fire pump, it had not been installed on property – installation completed. Fire Marshall Inspection 1/22. GM did not remain with the property, transition GM in place.
- New Hampton Inn downtown Ft Myers – 118 keys, HOA Management – opening TBD 2021.

Hampton Inn & Suites Stuart North

- 51.3% Occupancy; \$93.81 ADR; \$50.72 RevPAR (-5% vs Nov); \$154,533 Total Revenues; \$62,295 GOP; **-\$11,932 NOI**
- For the year, Occupancy was 52.5% at an ADR \$124.43; \$1,072,059 GOP; \$285,033 NOI
- Events in November had pushed up demand, so the seasonal shift was not noticeable at this property. Security cameras found non-functioning; will need to replace one hot water heater before peak season, getting bids.

Hampton Inn Atlanta Perimeter Center

- 29.1% Occupancy; \$63.93 ADR; \$18.58 RevPAR (+8% vs Nov); \$78,282 Total Revenues; **-\$19,243 GOP; -\$84,307 NOI**
- For the year, Occupancy was 28.2% at an ADR of \$87.60; **-\$57,157 GOP; -\$847,357 NOI**
- Fire panel had been reporting Trouble at takeover, issue corrected. Numerous roof leaks, had contractors out for proposed short-term solutions. Renovation agreed to with Hilton has not begun, nor is it planned at this time.

Hampton Inn Charlotte University Place

- 18.0% Occupancy; \$70.47 ADR; \$12.72 RevPAR (-31% vs Nov); \$51,458 Total Revenues; **-\$24,457 GOP; -\$125,907 NOI**
- For the year, Occupancy was 26.4% at an ADR of \$88.78; \$19,725 GOP; **-761,306 NOI**
- Very corporate market, very little opportunity to capture leisure demand. Upon takeover it was discovered that the rooms damaged in the fire in June could be accessed by guests – the floor was subsequently secured. No clean up occurred in these areas under Chartwell.

Hampton Inn Raleigh Cary

- 30.2% Occupancy; \$72.89 ADR; \$22.02 RevPAR (-10% vs Nov); \$89,096 Total Revenues; \$9,284 GOP; -\$58,419 NOI
- For the year, Occupancy was 33.5% at an ADR of \$88.76; \$360,672 GOP; -\$344,320 NOI
- Weekend events in November had driven occupancy, no such group in December.

Hilton Garden Inn Atlanta North/Alpharetta

- 38.5% Occupancy; \$68.40 ADR; \$26.34 RevPAR (-5% vs Nov); \$157,898 Total Revenues; -\$6,979 GOP; -\$149,992 NOI
- For the year, Occupancy was 42.7% at an ADR of \$95.96; \$641,461 GOP; -\$963,996 NOI
- Some Longhorn Steakhouse business continued into December; various HVAC issues discovered at takeover, including guest room corridors.

Hilton Garden Inn San Antonio Airport

- 41.6% Occupancy; \$66.90 ADR; \$26.93 RevPAR (+3% vs Nov); \$116,388 Total Revenues; -\$1,566 GOP; -\$82,630 NOI
- For the year, Occupancy was 43.1% at an ADR of \$81.27; \$179,307 GOP; -\$678,677 NOI
- Heavy airline crew. Camera system found to be inoperable. Visible crack on 4th floor being evaluated by a structural engineer. Some roof leaks.

Homewood Suites Houston Clear Lake NASA

- 67.7% Occupancy; \$78.12 ADR; \$52.87 RevPAR (+23% vs Nov); \$151,729 Total Revenues; \$56,302 GOP; -\$27,424 NOI
- For the year, Occupancy was 51.7% at an ADR of \$94.93; \$595,475 GOP; -\$289,616 NOI
- Transition GM placed at takeover – strong business from SCA and Angel Staffing carrying over to January.

Homewood Suites Phoenix Metro Center

- 37.9% Occupancy; \$93.20 ADR; \$38.31 RevPAR (-31% vs Nov); \$186,277 Total Revenues; \$69,801 GOP; \$17,582 NOI
- For the year, Occupancy was 49.1% at an ADR of \$108.63; \$936,265 GOP; \$329,301 NOI
- Light corporate in December, with no real strong group or long-term stay. At takeover found inadequate linen to even outfit all rooms.

Homewood Suites Raleigh Crabtree Valley

- 37.0% Occupancy; \$97.00 ADR; \$35.90 RevPAR (-13% vs Nov); \$157,358 Total Revenues; \$37,889 GOP; -\$59,345 NOI
- For the year, Occupancy was 46.8% at an ADR of \$102.21; \$845,920 GOP; -\$218,315 NOI
- New GM put in place. This property also had inadequate linen for even 1 par. 10 rooms OOO due to no TV's, will replace if occupancy grows.

Springhill Suites Naples

- 37.0% Occupancy; \$97.00 ADR; \$9.30 RevPAR (+74% vs Nov); \$157,358 Total Revenues; \$37,889; **-\$59,345 NOI**
- For the year, Occupancy was 25.5% at an ADR of \$146.19; \$436,382 GOP; **-\$198,740 NOI**
- Occupancy continues to ramp up post re-opening to normal inventory. Cameras found non-functional; fire panel was showing trouble, issue discovered and corrected. Pool heating pump needs to be replaced, as does a treadmill.

Property Highlights - HERSHA:

Courtyard Alexandria Pentagon South

- 11.4% Occupancy; \$70.16 ADR; \$7.98 RevPAR (-24% vs Nov); \$73,065 Total Revenues; **-\$66,282 GOP; -\$152,788 NOI**
- For the year, Occupancy was 26.5% at an ADR of \$88.49; **-\$238,662 GOP; -\$1,311,272 NOI**
- Rooms Department Profit was under 10% - \$1300 van repair and necessary linen purchases had an impact. With the Bistro closed and Catering of any volume not possible, there was no opportunity to push profit. There was a \$7K credit to e-commerce with suspension of activities.

Hyatt House Pleasant Hill

- 41.5% Occupancy; \$160.47 ADR; \$66.53 RevPAR (-21% vs Nov); \$296,855 Total Revenues (lowest since April); \$91,694 GOP; **-\$114,899 NOI**
- For the year, Occupancy was 60.0% at an ADR of \$159.49; \$2,110,256 GOP; **-\$724,956 NOI**
- Governor Newsome issued Stay at Home Order in December, restricting demand to essential travelers. Performance was strong relative to the competitive set, however. In February, the Courtyard Pleasant Hill will become a Sonesta, potentially an advantage for the Hyatt House.

Hyatt House Pleasanton

- 33.3% Occupancy; \$136.67 ADR; \$45.12 RevPAR (-23% vs Nov); \$182,326 Total Revenues (lowest since May); \$28,804 GOP; **-\$153,118 NOI**
- For the year, Occupancy was 46.6% at an ADR of \$163.54; \$1,392,614 GOP; **-\$677,601 NOI**
- Contract labor cost creep is a concern, very challenging market to keep labor in the current environment. Small e-commerce credit this month.

Hyatt House Scottsdale Old Town

- 49.1% Occupancy; \$126.84 ADR; \$62.25 RevPAR (-7% vs Nov); \$327,363 Total Revenues; \$116,171 GOP; **-\$28,202 NOI**
- For the year, Occupancy was 44.3% at an ADR of \$163.27; \$2,052,050 GOP; \$673,286 NOI
- Weekend demand pushed back up, while weekdays remained very soft. Group produced over \$20K this month, \$18K from a hockey tournament. GOP was negatively impacted by fire system repairs (\$6K), Group Commission (\$9K), and labor challenges.

Residence Inn Greenbelt

- 38.9% Occupancy; \$111.70 ADR; \$43.42 RevPAR (-30% vs Nov); \$166,186 Total Revenues; \$89,186 GOP; **-\$188,402 NOI**
- For the year, Occupancy was 47.9% at an ADR of \$129.18; \$1,059,505 GOP; **-\$813,745 NOI**
- Group projected from Secret Service checked out early, and Group associated with UMD football for Dec 19th did not materialize as that game was cancelled due to COVID. Contract labor expenses are up. An accounting catch-up on the Ground Leases inflated the NOI loss.
- Renovation - 55 of 120 rooms completed; approximately \$150K in additional FF&E required, plus construction costs. CapX payables settled.

Litigation

Residence Inn Greenbelt: The outstanding balances owed due to the pre-Receivership partial renovation and FF&E storage were settled with the combination of Axis Logistics, VonParis and LaMarca Construction, and all have been executed and fully funded. The total debt had been \$985K, and the total settlement was \$794K.

Courtyard St. Charles: The ADA Lawsuit by a known “drive-by” serial plaintiff has been executed and funded, at a cost of \$3,750. As part of the settlement, an adequate window to finalize other small repairs and updates was negotiated.

Hyatt Place Pleasanton: Two claims against Hersha were filed by a former employee alleging violations of the Fair Credit Reporting Act and California Wage & Hour violations. The cases were filed with the intention of creating a Class. The alleged violations occurred prior to the Receivership, and at this time the Receivership entities have not been specifically named. Counsel for Hersha is handling the complaint, with the next pleadings/discovery date of March 17th. It is the Receiver’s position that, per the Management Agreement, Hersha is responsible for these claims. Counsels are reviewing.

Manager Change

On January 1, 2021, the Receiver oversaw a change in Management to affiliate managers at the 17 properties previously operated by Chartwell. There was very limited impact to ongoing operations, with Interim Beverage Agreements in place at all properties serving alcohol, continued access to necessary sales and operational systems, and continued flow of funds from the properties to the DACA account, and ultimately to the Receiver. Three property General Managers chose not to join the incoming management company, and those positions were replaced; two other properties did not have a Chartwell GM in place and coverage was provided at those assets as well. A significant amount of deferred maintenance was uncovered, and concerns on life safety addressed immediately, including the approved repairs to the Homewood Clear Lake Fire System, the installation of the Fire Pump at

Estero, the securing of fire damaged areas of the Hampton Charlotte University, the correction of a fire system fault at Hampton Perimeter, as well as correction of several exit door and signage concerns. Several properties were found to have inoperable camera systems, and bids are being secured make repairs. New bids are being secured to tackle roof leaks (some known under Chartwell, some new), and a mold remediation plan is required to address a situation at Comfort Fayetteville that was not properly addressed. Numerous additional capital concerns are being reviewed and will be layered into a long-term strategy based on guest impact, cost and property disposition strategy.

Capstone

On January 19th, Capstone forwarded a Demand for Unpaid Asset Management Fees due under pre-Receivership Asset Management Agreements. The total demand is for \$198,796.72, covering the periods March-December. Per the Receivership Order, all charges prior to the Receivership are the responsibility of Shidler, and no services were provided post-Receivership, so the demand has been forwarded to counsel for review and follow-up.

Capital Expense

Funding for CapX spending to date, as well as for emergency funding for the fire panel at Homewood Suites Houston Clear Lake, was requested by the Receiver and was received in January. Future small capital projects will initially be funded by Operations, and when cash flow requires a request for reimbursement funding will be made. Two payments for pre-Receivership work will be made in January as they are life safety vendors with upcoming inspections.

Property Taxes

Property Tax Appeals are active at the following properties:

- Hyatt House Pleasant Hill – Valuation \$45.2M, Target value TBD, filed Valuation and Calamity appeal
- Fairfield Inn Naples – Valuation \$9.93M, Income Approach supports \$7.86M, Market Approach supports \$9.31M
- SpringHill Suites Naples – Valuation \$10.09M, Income Approach supports \$9.27M, Market Approach \$10.13M not helpful
- Hilton Garden Alpharetta – Valuation \$21.91M, Target valuation \$19.98M, agreement at \$20.4M, a savings of \$26K
- Hampton Atlanta Perimeter – Valuation \$10.84M, Target valuation \$9.35M (potential savings of \$22K)

- Residence Inn Greenbelt – Valuation \$29.69M, Protective Appeal filed
- Homewood Suites Raleigh Crabtree – Appeal completed, Valuation reduced \$8,511,421, savings of \$81K, will come off list next month
- Hampton Inn Raleigh Cary – Appeal completed, Valuation reduced \$780,479, savings of \$7K, will come off list next month
- Homewood Suites Houston Clear Lake – Valuation \$7.96M, Target value is \$6.5M, latest value \$7.14M, possibly Q1 2021 outcome
- Courtyard Houston Brookhollow – Valuation \$8.00M, Target value \$6.5M, latest value \$7.13M, possible Q1 2021 outcome
- Hilton Garden Inn San Antonio – Valuation \$8.53M, Target value \$8.0M, latest value \$8.4M, possibly Q1 2021 outcome

Taxes are once again being funded directly by Wells, with the Receiver no longer required to make direct payments to the taxing authorities. The Receiver payment for the Contra Costa Co taxes is being refunded as it was funded by Wells directly.

Consolidated
Statement of Operations
For the Month Ending December 31, 2020

Current Month		Actual		Year to Date		Actual	
Actual December 2020	Budget December 2020	Actual December 2019		Actual December 2020	Budget December 2020	Actual December 2019	
36.00%	62.38%	63.27%	Occupancy	40.41%	72.38%	0.00%	
\$93.21	\$117.14	\$116.21	Average Daily Rate (ADR)	\$111.81	\$129.79	\$0.00	
\$33.55	\$73.07	\$73.53	Revenue Per Available Room (RevPAR)	\$45.18	\$93.93	\$0.00	
Revenue							
2,998,898.53	95.96%	6,530,565.00	94.60%	6,571,503.23	94.83%	47,676,683.10	95.62%
33,185.73	1.06%	207,960.00	3.01%	220,922.90	3.19%	854,421.91	1.71%
73,568.73	2.35%	135,841.00	1.97%	113,936.70	1.64%	1,074,649.98	2.16%
19,437.71	0.62%	28,661.00	0.42%	23,135.82	0.33%	254,920.36	0.51%
3,125,090.70	100.00%	6,903,027.00	100.00%	6,929,498.65	100.00%	49,860,675.35	100.00%
Total Revenue							
Departmental Expenses							
806,200.12	25.80%	1,783,559.00	25.84%	1,902,742.79	27.46%	11,989,021.47	24.05%
40,111.87	1.28%	176,443.00	2.56%	205,346.65	2.96%	753,362.96	1.51%
16,277.52	0.52%	31,081.00	0.45%	35,886.51	0.52%	208,112.44	0.42%
862,589.51	27.60%	1,991,083.00	28.84%	2,143,975.95	30.94%	12,950,496.87	25.97%
2,262,501.19	72.40%	4,911,944.00	71.16%	4,785,522.70	69.06%	36,910,178.48	74.03%
Total Departmental Expenses							
Undistributed Operating Expenses							
554,218.63	17.73%	731,403.00	10.60%	758,272.04	10.94%	6,675,046.55	13.39%
76,254.75	2.44%	84,213.00	1.22%	87,678.19	1.27%	976,952.40	1.96%
546,142.41	17.48%	1,067,311.00	15.46%	1,074,689.29	15.51%	7,664,320.80	15.37%
247,881.68	7.93%	392,654.00	5.69%	426,494.61	6.15%	3,103,519.17	6.22%
224,984.92	7.20%	304,037.00	4.40%	317,113.18	4.58%	3,140,439.59	6.30%
1,649,482.39	52.78%	2,579,618.00	37.37%	2,664,247.31	38.45%	21,560,278.51	43.24%
613,018.80	19.62%	2,332,326.00	33.79%	2,121,275.39	30.61%	15,349,899.97	30.79%
286,955.77	9.18%	184,921.00	2.68%	185,644.76	2.68%	1,799,111.43	3.61%
326,063.03	10.43%	2,147,405.00	31.11%	1,935,630.63	27.93%	13,550,788.54	27.18%
Total Undistributed Expenses							
Gross Operating Profit							
1,936,867.78	61.98%	1,676,859.00	24.29%	(1,173,784.23)	-16.94%	21,085,209.34	42.29%
1,936,867.78	61.98%	1,676,859.00	24.29%	(1,173,784.23)	-16.94%	21,085,209.34	42.29%
(1,610,804.75)	-51.54%	470,546.00	6.82%	3,109,414.86	44.87%	(7,534,420.80)	-15.11%
465,388.05	14.89%	477,967.00	6.92%	473,420.44	6.83%	5,594,938.71	11.22%
1,785,060.00	57.12%	639,775.00	9.27%	1,579,533.00	22.79%	19,381,272.00	38.87%
(3,861,252.80)	-123.56%	(647,196.00)	-9.38%	1,056,461.42	15.25%	(32,510,631.51)	-65.20%
Adjusted Net Operating Income							



Shidler Consolidated
Hersha Hospitality Management
Statement of Operations
For the Month Ending December 31, 2020

		Current Month								Year to Date			
Actual December 2020		Budget December 2020		Actual December 2019				Actual December 2020		Budget December 2020		Actual December 2019	
23,467		23,467		23,467		Total Available Rooms		277,062		277,062		276,305	
7,792		16,003		16,381		Rooms Sold		120,359		219,399		222,411	
33.20%		68.19%		69.80%		Occupancy		43.44%		79.19%		80.49%	
\$128.35		\$145.23		\$144.18		Average Daily Rate (ADR)		\$144.13		\$168.48		\$164.58	
\$42.62		\$99.04		\$100.64		Revenue Per Available Room (ReVPAR)		\$62.61		\$133.42		\$132.48	
Revenue													
1,000,110.53	95.63%	2,324,130.00	94.08%	2,361,754.23	93.83%	Rooms		17,347,299.10	94.66%	36,964,520.00	93.65%	36,603,521.98	93.51%
5,353.73	0.51%	75,720.00	3.07%	90,210.90	3.58%	Food and Beverage		363,590.91	1.98%	1,532,985.00	3.88%	1,502,682.36	3.84%
20,893.73	2.00%	41,851.00	1.69%	42,007.70	1.67%	Other Operated Departments							
						Other Misc		360,992.98	1.97%	616,206.00	1.56%	645,757.76	1.65%
20,893.73	2.00%	41,851.00	1.69%	42,007.70	1.67%	Total Other Operated Departments		360,992.98	1.97%	616,206.00	1.56%	645,757.76	1.65%
19,437.71	1.86%	28,661.00	1.16%	23,135.82	0.92%	Rentals and Other Income		254,920.36	1.39%	355,324.00	0.90%	390,096.99	1.00%
1,045,795.70	100.00%	2,470,362.00	100.00%	2,517,108.65	100.00%	Total Revenue		18,326,803.35	100.00%	39,469,035.00	100.00%	39,142,059.09	100.00%
Departmental Expenses													
261,331.12	24.99%	658,513.00	26.66%	726,778.79	28.87%	Rooms		4,567,865.47	24.92%	8,683,296.00	22.00%	8,733,651.00	22.31%
1,044.87	0.10%	55,793.00	2.26%	72,779.65	2.89%	Food and Beverage		219,783.96	1.20%	994,557.00	2.52%	1,036,413.53	2.65%
						Other Operated Departments							
3,891.52	0.37%	9,020.00	0.37%	10,050.51	0.40%	Other Misc		63,788.44	0.35%	133,901.00	0.34%	136,548.60	0.35%
3,891.52	0.37%	9,020.00	0.37%	10,050.51	0.40%	Other Operated Departments		63,788.44	0.35%	133,901.00	0.34%	136,548.60	0.35%
266,267.51	25.46%	723,326.00	29.28%	809,608.95	32.16%	Total Departmental Expenses		4,851,437.87	26.47%	9,811,754.00	24.86%	9,906,613.13	25.31%
779,528.19	74.54%	1,747,036.00	70.72%	1,707,499.70	67.84%	Total Departmental Income		13,475,365.48	73.53%	29,657,281.00	75.14%	29,235,445.96	74.69%
Undistributed Operating Expenses													
162,423.63	15.53%	209,001.00	8.46%	225,993.04	8.98%	Administrative and General		1,975,056.55	10.78%	2,763,838.00	7.00%	2,791,412.85	7.13%
33,029.75	3.16%	46,958.00	1.90%	48,670.19	1.93%	Information & Telecommunications		485,103.40	2.65%	597,608.00	1.51%	632,908.58	1.62%
157,192.41	15.03%	354,314.00	14.34%	343,424.29	13.64%	Sales and Marketing		2,397,527.80	13.08%	4,968,760.00	12.59%	4,666,258.43	11.92%
101,243.68	9.68%	143,322.00	5.80%	148,739.61	5.91%	Property Operation and Maintenance		1,202,010.17	6.56%	1,763,826.00	4.47%	1,789,803.15	4.57%
66,070.92	6.32%	103,106.00	4.17%	90,612.18	3.60%	Utilities		1,039,904.59	5.67%	1,317,363.00	3.34%	1,272,575.21	3.25%
519,960.39	49.72%	856,701.00	34.68%	857,439.31	34.06%	Total Undistributed Expenses		7,099,602.51	38.74%	11,411,395.00	28.91%	11,152,958.22	28.49%
259,567.80	24.82%	890,335.00	36.04%	850,060.39	33.77%	Gross Operating Profit		6,375,762.97	34.79%	18,245,886.00	46.23%	18,082,487.74	46.20%
31,361.77	3.00%	74,045.00	3.00%	75,334.76	2.99%	Management Fees		549,392.43	3.00%	1,181,959.00	2.99%	1,172,083.30	2.99%
31,361.77	3.00%	74,045.00	3.00%	75,334.76	2.99%	Total Management Fees		549,392.43	3.00%	1,181,959.00	2.99%	1,172,083.30	2.99%
228,206.03	21.82%	816,290.00	33.04%	774,725.63	30.78%	Income Before Non Operating Income And Expense		5,826,370.54	31.79%	17,063,927.00	43.23%	16,910,404.44	43.20%
209.52	0.02%		0.00%		0.00%	Non Operating Income		209.52	0.00%	2,230.00	0.01%	2,440.34	0.01%
Non Operating Expense													
587,040.13	56.13%	410,682.00	16.62%	400,000.00	15.89%	Rent		4,972,300.07	27.13%	4,893,314.00	12.40%	4,362,250.00	11.14%
211,893.10	20.26%	195,758.00	7.92%	167,556.40	6.66%	Property and Other Taxes		2,885,318.76	15.74%	2,349,100.00	5.95%	2,178,535.30	5.57%
66,344.08	6.34%	51,675.00	2.09%	53,662.05	2.13%	Insurance		783,014.13	4.27%	622,539.00	1.58%	497,474.44	1.27%
547.47	0.05%		0.00%	17,094.32	0.68%	Owner's Expense		65,133.46	0.36%		0.00%	76,207.09	0.19%
	0.00%		0.00%		0.00%	Extraordinary Gain/Loss		(24,899.08)	-0.14%		0.00%		0.00%
865,824.78	82.79%	658,115.00	26.64%	638,312.77	25.36%	Total Non Operating Expenses		8,680,867.34	47.37%	7,864,953.00	19.93%	7,114,466.83	18.18%
(637,409.23)	-60.95%	158,175.00	6.40%	136,412.86	5.42%	Net Operating Income		(2,854,287.28)	-15.57%	9,201,204.00	23.31%	9,798,377.95	25.03%
465,388.05	44.50%	477,967.00	19.35%	473,420.44	18.81%	Interest		5,594,938.71	30.53%	5,736,023.00	14.53%	5,725,063.62	14.63%
(1,102,797.28)	-105.45%	(319,792.00)	-12.95%	(337,007.58)	-13.39%	Adjusted Net Operating Income		(8,449,225.99)	-46.10%	3,465,181.00	8.78%	4,073,314.33	10.41%

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)
 Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)
 Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport
 Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)
 Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow
 Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)
 Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)
 Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake
 Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree
 Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)
 Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles
 Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter
 Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
 For Properties: Hampton Inn Estero (Capstone), Hampton Inn Stuart (Capstone), HGI San Antonio Airport, Comfort Inn Fayetteville, Hampton Inn Raleigh Cary, Hampton Inn Clermont (Capstone), CY Houston Brookhollow, HWS Phoenix
 00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
65,906		65,906		0	65,906		0	Total Rooms Available	778,116		778,116		0	775,990		2,126
24,382		39,749		-15,367	40,169		-15,787	Total Rooms Sold	306,038		544,290		-238,252	534,400		-228,362
37.00%		60.31%		-23.32%	60.95%		-23.95%	Occupancy %	39.33%		69.95%		-30.62%	68.87%		-29.54%
81.98		105.82		-23.85	104.80		-22.82	Average Rate	99.10		114.19		-15.08	113.41		-14.30
30.33		63.82		-33.50	63.88		-33.55	REVPAR	38.98		79.87		-40.90	78.10		-39.12
REVENUES																
1,998,788	96.13	4,206,435	94.90	-2,207,647	4,209,749	95.41	-2,210,962	ROOMS	30,329,384	96.18	62,151,181	95.33	-31,821,797	60,604,998	95.32	-30,275,614
24,666	1.19	109,809	2.48	-85,144	108,442	2.46	-83,776	FOOD	412,394	1.31	1,449,908	2.22	-1,037,514	1,452,332	2.28	-1,039,939
3,166	0.15	22,431	0.51	-19,265	22,270	0.50	-19,104	BEVERAGE	78,437	0.25	330,916	0.51	-252,479	288,927	0.45	-210,490
52,675	2.53	93,990	2.12	-41,316	71,929	1.63	-19,254	MISCELLANEOUS	713,657	2.26	1,263,181	1.94	-549,524	1,232,846	1.94	-519,189
2,079,295	100.00	4,432,665	100.00	-2,353,371	4,412,391	100.00	-2,333,096	TOTAL REVENUES	31,533,872	100.00	65,195,185	100.00	-33,661,313	63,579,104	100.00	-32,045,232
DEPARTMENT EXPENSES																
544,869	27.26	1,125,046	26.75	-580,178	1,175,964	27.93	-631,096	ROOMS EXPENSE	7,421,156	24.47	14,341,460	23.08	-6,920,303	13,902,694	22.94	-6,481,538
32,538	131.92	110,173	100.33	-77,635	124,287	114.61	-91,749	FOOD EXPENSE	466,634	113.15	1,336,144	92.15	-869,510	1,355,865	93.36	-889,231
6,529	206.20	10,477	46.71	-3,948	8,280	37.18	-1,750	BEVERAGE EXPENSE	66,945	85.35	150,527	45.49	-83,582	156,166	54.05	-89,220
12,386	23.51	22,061	23.47	-9,675	25,836	35.92	-13,450	MISCELLANEOUS EXPENSE	144,324	20.22	297,447	23.55	-153,122	342,618	27.79	-198,294
596,322	28.68	1,267,758	28.60	-671,436	1,334,367	30.24	-738,045	TOTAL DEPARTMENTAL EXPENSES	8,099,060	25.68	16,125,578	24.73	-8,026,518	15,757,342	24.78	-7,658,283
DEPARTMENTAL PROFIT																
1,453,919	72.74	3,081,388	73.25	-1,627,469	3,033,785	72.07	-1,579,866	ROOMS PROFIT	22,908,228	75.53	47,809,721	76.92	-24,901,493	46,702,304	77.06	-23,794,076
-7,872	-31.92	-364	-0.33	-7,509	-15,845	-14.61	7,973	FOOD PROFIT	-54,240	-13.15	113,764	7.85	-168,004	96,468	6.64	-150,708
-3,363	-106.20	11,954	53.29	-15,317	13,991	62.82	-17,354	BEVERAGE PROFIT	11,492	14.65	180,389	54.51	-168,897	132,762	45.95	-121,270
40,289	76.49	71,930	76.53	-31,641	46,093	64.08	-5,804	MISCELLANEOUS PROFIT	569,333	79.78	965,734	76.45	-396,401	890,228	72.21	-320,896
1,482,973	71.32	3,164,908	71.40	-1,681,935	3,078,024	69.76	-1,595,052	TOTAL DEPARTMENTAL PROFIT	23,434,812	74.32	49,069,607	75.27	-25,634,795	47,821,762	75.22	-24,386,950
391,795	18.84	522,402	11.79	-130,607	532,279	12.06	-140,484	A & G EXPENSE	4,699,990	14.90	6,397,453	9.81	-1,697,463	6,378,100	10.03	-1,678,110
43,225	2.08	37,255	0.84	5,970	39,008	0.88	4,216	TELECOM	491,849	1.56	446,519	0.68	45,330	460,368	0.72	31,481
120,757	5.81	185,973	4.20	-65,217	167,635	3.80	-46,879	SALES & MARKETING EXPENSES	1,433,477	4.55	2,389,279	3.66	-955,801	2,167,706	3.41	-734,229
268,193	12.90	527,024	11.89	-258,831	563,630	12.77	-295,437	FRANCHISE FEES	3,833,316	12.16	7,735,554	11.87	-3,902,238	7,607,582	11.97	-3,774,266
146,638	7.05	249,332	5.62	-102,695	277,755	6.29	-131,118	MAINTENANCE EXPENSES	1,901,509	6.03	3,035,643	4.66	-1,134,134	3,035,805	4.77	-1,134,296
158,914	7.64	200,931	4.53	-42,017	226,501	5.13	-67,587	UTILITIES EXPENSE	2,100,535	6.66	2,694,929	4.13	-594,394	2,665,740	4.19	-565,205
1,129,521	54.32	1,722,918	38.87	-593,397	1,806,809	40.95	-677,288	TOTAL ADMIN EXPENSES	14,460,676	45.86	22,699,377	34.82	-8,238,700	22,315,302	35.10	-7,854,626
353,452	17.00	1,441,990	32.53	-1,088,538	1,271,215	28.81	-917,763	HOUSE PROFIT	8,974,136	28.46	26,370,230	40.45	-17,396,095	25,506,459	40.12	-16,532,324

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var	
FIXED EXPENSES																
255,594	12.29	110,876	2.50	144,718	110,310	2.50	145,284	MANAGEMENT FEES	1,249,719	3.96	1,630,624	2.50	-380,905	1,589,588	2.50	-339,869
1,071,043	51.51	1,018,744	22.98	52,300	-1,812,097	-41.07	2,883,141	FIXED EXPENSES	12,404,342	39.34	12,525,005	19.21	-120,663	9,387,648	14.77	3,016,694
-973,186	-46.80	312,370	7.05	-1,285,556	2,973,002	67.38	-3,946,188	NET OPERATING INCOME	-4,679,925	-14.84	12,214,602	18.74	-16,894,527	14,529,223	22.85	-19,209,148
1,785,060	85.85	639,775	14.43	1,145,285	1,579,533	35.80	205,527	Other	19,381,272	61.46	7,794,225	11.96	11,587,047	19,848,530	31.22	-467,258
-2,758,246	-132.65	-327,405	-7.39	-2,430,841	1,393,469	31.58	-4,151,715	N.I. after Other	-24,061,197	-76.30	4,420,377	6.78	-28,481,574	-5,319,307	-8.37	-18,741,891
-1,826,780		-327,405		-1,499,375	1,916,846		-3,743,626	Cash before Depreciation/Amortization	-12,883,605		4,420,377		-17,303,982	5,508,091		-18,391,696

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
5,456		5,456		0	5,456		0	Total Rooms Available	64,416		64,416		0	64,240		176
1,781		2,372		-591	2,209		-428	Total Rooms Sold	26,389		40,625		-14,236	40,522		-14,133
32.64%		43.48%		-10.83%	40.49%		-7.84%	Occupancy %	40.97%		63.07%		-22.10%	63.08%		-22.11%
68.13		77.89		-9.76	78.96		-10.83	Average Rate	71.32		79.70		-8.38	79.24		-7.93
22.24		33.86		-11.62	31.97		-9.73	REVPAR	29.22		50.26		-21.05	49.99		-20.77
REVENUES																
121,347	98.36	184,755	98.71	-63,407	174,426	98.94	-53,078	ROOMS	1,881,949	98.46	3,237,733	98.81	-1,355,785	3,211,146	98.83	-1,329,197
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,023	1.64	2,419	1.29	-396	1,877	1.06	146	MISCELLANEOUS	29,342	1.54	39,119	1.19	-9,777	37,861	1.17	-8,519
123,370	100.00	187,173	100.00	-63,803	176,302	100.00	-52,932	TOTAL REVENUES	1,911,290	100.00	3,276,852	100.00	-1,365,562	3,249,007	100.00	-1,337,716
DEPARTMENT EXPENSES																
37,415	30.83	56,824	30.76	-19,409	57,803	33.14	-20,389	ROOMS EXPENSE	457,523	24.31	829,949	25.63	-372,426	799,205	24.89	-341,682
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
445	22.01	625	25.83	-180	334	17.82	111	MISCELLANEOUS EXPENSE	5,257	17.91	10,599	27.10	-5,343	22,640	59.80	-17,383
37,860	30.69	57,448	30.69	-19,588	58,138	32.98	-20,278	TOTAL DEPARTMENTAL EXPENSES	462,780	24.21	840,549	25.65	-377,769	821,845	25.30	-359,065
DEPARTMENTAL PROFIT																
83,932	69.17	127,931	69.24	-43,999	116,622	66.86	-32,690	ROOMS PROFIT	1,424,426	75.69	2,407,784	74.37	-983,358	2,411,941	75.11	-987,515
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,578	77.99	1,794	74.17	-216	1,542	82.18	35	MISCELLANEOUS PROFIT	24,085	82.09	28,519	72.90	-4,434	15,221	40.20	8,864
85,510	69.31	129,725	69.31	-44,215	118,165	67.02	-32,654	TOTAL DEPARTMENTAL PROFIT	1,448,511	75.79	2,436,303	74.35	-987,793	2,427,162	74.70	-978,651
22,401	18.16	29,650	15.84	-7,249	31,551	17.90	-9,149	A & G EXPENSE	267,232	13.98	380,326	11.61	-113,094	434,998	13.39	-167,766
2,858	2.32	2,352	1.26	506	2,355	1.34	503	TELECOM	32,176	1.68	28,224	0.86	3,952	28,201	0.87	3,974
8,288	6.72	7,292	3.90	995	7,046	4.00	1,242	SALES & MARKETING EXPENSES	56,841	2.97	95,629	2.92	-38,789	85,188	2.62	-28,347
25,984	21.06	22,927	12.25	3,057	30,363	17.22	-4,379	FRANCHISE FEES	246,395	12.89	401,694	12.26	-155,300	393,486	12.11	-147,092
5,191	4.21	13,828	7.39	-8,638	28,246	16.02	-23,056	MAINTENANCE EXPENSES	104,287	5.46	183,772	5.61	-79,485	189,944	5.85	-85,657
6,592	5.34	9,514	5.08	-2,922	13,499	7.66	-6,907	UTILITIES EXPENSE	112,525	5.89	147,249	4.49	-34,725	153,262	4.72	-40,737
71,313	57.80	85,563	45.71	-14,250	113,060	64.13	-41,746	TOTAL ADMIN EXPENSES	819,454	42.87	1,236,895	37.75	-417,441	1,285,079	39.55	-465,625
14,197	11.51	44,162	23.59	-29,965	5,105	2.90	9,092	HOUSE PROFIT	629,057	32.91	1,199,408	36.60	-570,351	1,142,083	35.15	-513,027
FIXED EXPENSES																
15,220	12.34	4,679	2.50	10,541	4,408	2.50	10,812	MANAGEMENT FEES	75,124	3.93	81,921	2.50	-6,798	81,241	2.50	-6,117
26,563	21.53	21,958	11.73	4,604	-106,124	-60.19	132,687	FIXED EXPENSES	311,971	16.32	304,608	9.30	7,363	194,685	5.99	117,287

-27,585	-22.36	17,524	9.36	-45,110	106,821	60.59	-134,407	NET OPERATING INCOME	241,962	12.66	812,879	24.81	-570,917	866,158	26.66	-624,196
103,980	84.28	43,344	23.16	60,636	39,933	22.65	64,047	Other	1,107,703	57.96	530,430	16.19	577,272	1,107,126	34.08	577
-131,565	-106.64	-25,819	-13.79	-105,746	66,888	37.94	-198,454	N.I. after Other	-865,741	-45.30	282,448	8.62	-1,148,189	-240,968	-7.42	-624,773
-84,345		-25,819		-58,526	20,326		-104,672	Cash before Depreciation/Amortization	-299,101		282,448		-581,549	231,890		-530,991

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
13,827	11.39	15,343	8.30	-1,516	28,620	16.41	-14,793	Rack/ Premium	431,313	22.92	391,923	12.10	39,390	391,218	12.18	40,095
2,424	2.00	6,731	3.64	-4,307	109	0.06	2,315	Corporate	22,919	1.22	147,663	4.56	-124,744	117,729	3.67	-94,810
76,157	62.76	61,599	33.34	14,558	49,666	28.47	26,492	Discounts - Other	914,301	48.58	801,598	24.76	112,703	740,258	23.05	174,043
9,302	7.67	41,346	22.38	-32,044	51,154	29.33	-41,852	Government	181,346	9.64	1,180,564	36.46	-999,218	1,267,592	39.47	-1,086,246
18,127	14.94	50,384	27.27	-32,256	27,324	15.66	-9,196	Locally Negotiated Rate	235,398	12.51	538,555	16.63	-303,157	456,421	14.21	-221,024
0	0.00	0	0.00	0	0	0.00	0	Allowances	0	0.00	0	0.00	0	1,132	0.04	-1,132
119,838	98.76	175,402	94.94	-55,564	156,872	89.94	-37,034	Total Transient Revenue	1,785,277	94.86	3,060,302	94.52	-1,275,025	2,974,351	92.63	-1,189,074
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
483	0.40	9,352	5.06	-8,869	15,221	8.73	-14,738	Group- Corporate	80,701	4.29	177,431	5.48	-96,730	226,605	7.06	-145,904
483	0.40	9,352	5.06	-8,869	15,221	8.73	-14,738	Total Group Revenue	80,701	4.29	177,431	5.48	-96,730	226,605	7.06	-145,904
1,026	0.85	0	0.00	1,026	2,333	1.34	-1,307	Guaranteed No-Show	15,971	0.85	0	0.00	15,971	10,190	0.32	5,781
121,347	100.00	184,755	100.00	-63,407	174,426	100.00	-53,078	Total Rooms Revenue	1,881,949	100.00	3,237,733	100.00	-1,355,785	3,211,146	100.00	-1,329,197
ROOM STATISTICS																
170	10	166	7	4	319	14	-149	Rack/ Premium Rooms	5,267	20	4,100	10	1,167	4,098	10	1,169
36	2	119	5	-83	5	0	31	Corporate Rooms	381	1	2,823	7	-2,442	2,328	6	-1,947
1,143	64	759	32	384	637	29	506	Discounts - Other Rooms	13,253	50	9,829	24	3,424	9,306	23	3,947
119	7	498	21	-379	617	28	-498	Government Rooms	2,176	8	13,735	34	-11,559	14,894	37	-12,718
306	17	712	30	-406	438	20	-132	Locally Negotiated Corporate Rooms	3,969	15	7,495	18	-3,526	6,488	16	-2,519
1,774	100	2,253	95	-479	2,016	91	-242	Total Transient Stats	25,046	95	37,982	93	-12,936	37,114	92	-12,068
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
7	0	119	5	-112	193	9	-186	Group- Corporate Rooms	1,343	5	2,643	7	-1,300	3,408	8	-2,065
7	0	119	5	-112	193	9	-186	Total Group Stats	1,343	5	2,643	7	-1,300	3,408	8	-2,065
1,781	100	2,372	100	-591	2,209	100	-428	TOTAL ROOM STATISTICS	26,389	100	40,625	100	-14,236	40,522	100	-14,133
Other Room Stats																
5	0	0	0	5	3	0	2	Comp Rooms	60	0	0	0	60	178	0	-118
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	4	0	-4
0	0	0	0	0	0	0	0	Single Occupancy	0	0	0	0	0	11,828	29	-11,828
0	0	0	0	0	0	0	0	Multiple Occupancy	0	0	0	0	0	4,661	12	-4,661
28	2	0	0	28	33	1	-5	GNS Stats	357	1	0	0	357	226	1	131
2,482	139	0	0	2,482	318	14	2,164	Out of Order Rooms	11,179	42	0	0	11,179	3,244	8	7,935
2,582	145	0	0	2,582	2,454	111	128	# of Guests	36,751	139	0	0	36,751	44,103	109	-7,352

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ADR																
81.34		92.40		-11.07	89.72		-8.38	Rack/Premium ADR	81.89		95.59		-13.70	95.47		-13.58
67.34		56.75		10.59	21.80		45.53	Corporate ADR	60.16		52.30		7.86	50.57		9.59
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
66.63		81.15		-14.52	77.97		-11.34	Discount ADR	68.99		81.56		-12.57	79.55		-10.56
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
78.17		83.00		-4.84	82.91		-4.74	Government ADR	83.34		85.95		-2.62	85.11		-1.77
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
59.24		70.80		-11.56	62.38		-3.14	Local Negotiated ADR	59.31		71.85		-12.54	70.35		-11.04
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
67.55		77.84		-10.29	77.81		-10.26	Total Transient ADR	71.28		80.57		-9.29	80.14		-8.86
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
69.00		78.85		-9.85	78.87		-9.87	Group - Corporate ADR	60.09		67.13		-7.04	66.49		-6.40
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
69.00		78.85		-9.85	78.87		-9.87	Total Group ADR	60.09		67.13		-7.04	66.49		-6.40

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Payroll & Related Expense																
2,960	1.66	0	0.00	2,960	0	0.00	2,960	FOM/Guest Service Mgr	8,753	0.33	0	0.00	8,753	0	0.00	8,753
2,725	1.53	4,222	1.78	-1,497	6,003	2.72	-3,278	FD/ Guest Service Reps	52,091	1.97	72,313	1.78	-20,222	65,421	1.61	-13,330
0	0.00	3,359	1.42	-3,359	3,151	1.43	-3,151	Executive Housekeeper	23,207	0.88	40,310	0.99	-17,103	31,363	0.77	-8,156
2,409	1.35	2,000	0.84	409	1,018	0.46	1,391	Asst Exec Housekeeper/ Inspectress	8,866	0.34	23,615	0.58	-14,749	26,127	0.64	-17,261
6,297	3.54	8,854	3.73	-2,557	6,671	3.02	-374	Housekeepers	77,490	2.94	151,637	3.73	-74,147	136,328	3.36	-58,838
528	0.30	3,181	1.34	-2,653	1,982	0.90	-1,455	Housemen	11,016	0.42	37,554	0.92	-26,538	30,499	0.75	-19,483
1,765	0.99	1,921	0.81	-157	2,484	1.12	-719	Laundry	18,305	0.69	32,906	0.81	-14,601	31,999	0.79	-13,694
0	0.00	1,399	0.59	-1,399	1,744	0.79	-1,744	Comp Breakfast Hostess	4,843	0.18	23,969	0.59	-19,125	25,921	0.64	-21,078
1,761	0.99	2,976	1.25	-1,215	2,546	1.15	-785	Night Audit	27,855	1.06	35,136	0.86	-7,281	33,745	0.83	-5,889
1,948	1.09	2,654	1.12	-706	2,897	1.31	-949	Payroll Taxes	22,570	0.86	36,481	0.90	-13,911	36,615	0.90	-14,045
673	0.38	2,105	0.89	-1,432	133	0.06	-540	Employee Benefits	11,303	0.43	25,260	0.62	-13,957	21,793	0.54	-10,490
3,923	2.20	985	0.42	2,938	1,536	0.70	2,387	Vacation /PTO	20,754	0.79	11,820	0.29	8,934	16,762	0.41	3,992
2,374	1.33	3,096	1.31	-722	2,664	1.21	-290	Holiday	7,528	0.29	10,836	0.27	-3,308	9,510	0.23	-1,982
0	0.00	175	0.07	-175	500	0.23	-500	Bonus/Incentive Pay	0	0.00	2,100	0.05	-2,100	4,574	0.11	-4,574
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	0	0.00	0	0.00	0	12,119	0.30	-12,119
27,363	15.36	36,928	15.57	-9,565	33,329	15.09	-5,966	Total P/R & R/Benefits- Rooms	294,581	11.16	503,937	12.40	-209,357	482,774	11.91	-188,193
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	95	0.04	-95	125	0.06	-125	Newspapers	330	0.01	1,625	0.04	-1,295	1,693	0.04	-1,363
608	0.34	5,930	2.50	-5,322	6,852	3.10	-6,245	Comp Breakfast	29,907	1.13	101,563	2.50	-71,655	96,760	2.39	-66,852
0	0.00	100	0.04	-100	0	0.00	0	Comp Breakfast- Equipment	537	0.02	1,200	0.03	-663	2,823	0.07	-2,286
0	0.00	0	0.00	0	0	0.00	0	Kitchen Furnishings	0	0.00	0	0.00	0	342	0.01	-342
299	0.17	261	0.11	38	227	0.10	71	Laundry Supplies	2,756	0.10	4,469	0.11	-1,713	2,871	0.07	-115
135	0.08	1,305	0.55	-1,170	1,522	0.69	-1,387	Linen Supplies	6,637	0.25	22,344	0.55	-15,706	19,396	0.48	-12,759
2,392	1.34	2,335	0.98	57	2,335	1.06	57	Cable TV	26,949	1.02	28,020	0.69	-1,071	29,293	0.72	-2,344
498	0.28	498	0.21	0	498	0.23	0	HSIA Support	5,603	0.21	5,977	0.15	-374	5,977	0.15	-374
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	49	0.00	-49
807	0.45	759	0.32	48	1,108	0.50	-301	Reservations Expense	10,436	0.40	13,000	0.32	-2,564	13,306	0.33	-2,870
821	0.46	1,518	0.64	-697	1,597	0.72	-776	Guest Room Supplies	14,576	0.55	26,000	0.64	-11,424	26,050	0.64	-11,474
398	0.22	427	0.18	-29	270	0.12	129	Cleaning Supplies	3,428	0.13	7,313	0.18	-3,884	7,192	0.18	-3,764
0	0.00	356	0.15	-356	132	0.06	-132	Ecolab Core Supplies	3,516	0.13	6,095	0.15	-2,579	6,429	0.16	-2,913
3,989	2.24	5,912	2.49	-1,923	9,622	4.36	-5,633	Travel Agents Commission	56,872	2.16	103,607	2.55	-46,735	100,204	2.47	-43,332
62	0.03	400	0.17	-338	0	0.00	62	Uniforms	350	0.01	4,800	0.12	-4,450	3,676	0.09	-3,326
0	0.00	0	0.00	0	185	0.08	-185	Walk Expense	0	0.00	0	0.00	0	371	0.01	-371
43	0.02	0	0.00	43	0	0.00	43	COVID 19 Supplies	1,045	0.04	0	0.00	1,045	0	0.00	1,045
10,052	5.64	19,896	8.39	-9,844	24,474	11.08	-14,422	Total Operating - Rooms	162,942	6.17	326,012	8.02	-163,070	316,431	7.81	-153,489
37,415	21.01	56,824	23.96	-19,409	57,803	26.17	-20,389	Total Expenses- Rooms	457,523	17.34	829,949	20.43	-372,426	799,205	19.72	-341,682
83,932	47.13	127,931	53.93	-43,999	116,622	52.79	-32,690	Net Income- Rooms	1,424,426	53.98	2,407,784	59.27	-983,358	2,411,941	59.52	-987,515

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
For Property: Comfort Inn Fayetteville
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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Total Phone Revenues	0	0.00	0	0.00	0	0	0.00	0
COS- Communication																
272	0.22	195	0.10	77	243	0.14	29	COS-Local	3,118	0.16	2,340	0.07	778	2,421	0.07	697
481	0.00	486	0.00	-5	487	0.00	-6	COS-Long Distance	5,778	0.00	5,832	0.00	-54	5,863	0.00	-85
1,905	0.00	1,571	0.00	334	1,525	0.00	380	COS-HSIA ISP	21,199	0.00	18,852	0.00	2,347	18,718	0.00	2,481
2,658	0.00	2,252	0.00	406	2,255	0.00	403	Total COS- Comm	30,095	0.00	27,024	0.00	3,071	27,001	0.00	3,094
-2,658	0.00	-2,252	0.00	-406	-2,255	0.00	-403	Gross Margin- Comm	-30,095	0.00	-27,024	0.00	-3,071	-27,001	0.00	-3,094
Operating Expenses																
200	0.00	100	0.00	100	100	0.00	100	Equipment Cost	1,757	0.00	1,200	0.00	557	1,200	0.00	557
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	324	0.00	0	0.00	324	0	0.00	324
200	0.00	100	0.00	100	100	0.00	100	Total Operating - Comm	2,081	0.00	1,200	0.00	881	1,200	0.00	881
2,858	0.00	2,352	0.00	506	2,355	0.00	503	N.I.- Comm Dept	32,176	0.00	28,224	0.00	3,952	28,201	0.00	3,974

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	24	0.98	-24	0	0.00	0	Laundry/Valet	0	0.00	406	1.04	-406	80	0.21	-80
0	0.00	0	0.00	0	0	0.00	0	Movie Income	0	0.00	0	0.00	0	1,466	3.88	-1,466
0	0.00	0	0.00	0	1,016	54.15	-1,016	Gift Shop Sales	0	0.00	0	0.00	0	19,558	51.77	-19,558
0	0.00	200	8.27	-200	175	9.30	-175	Vending	1,045	3.56	2,400	6.14	-1,355	1,994	5.28	-949
343	16.95	783	32.36	-440	686	36.55	-343	Pet Fees	11,290	38.48	13,406	34.27	-2,117	10,876	28.79	414
0	0.00	0	0.00	0	0	0.00	0	Rollaways	10	0.03	0	0.00	10	134	0.35	-124
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	284	0.97	0	0.00	284	773	2.05	-490
840	41.54	250	10.34	590	0	0.00	840	Smoking Fee	3,191	10.88	3,000	7.67	191	2,900	7.68	291
840	41.51	1,162	48.05	-323	0	0.00	840	Market Sales	13,522	46.09	19,906	50.89	-6,384	0	0.00	13,522
2,023	100.00	2,419	100.00	-396	1,877	100.00	146	Total Miscellaneous Revenues	29,342	100.00	39,119	100.00	-9,777	37,781	100.00	-8,439
COSales- Miscellaneous																
0	0.00	24	100.00	-24	0	0.00	0	COS-Laundry/Valet	0	0.00	406	100.00	-406	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	COS-Movies	0	0.00	0	0.00	0	6,813	18.03	-6,813
0	0.00	0	0.00	0	334	32.91	-334	COS-Gift Shop	0	0.00	0	0.00	0	15,826	80.92	-15,826
0	0.00	20	0.83	-20	0	0.00	0	COS-Vending Cost	0	0.00	240	0.61	-240	0	0.00	0
445	53.03	581	50.00	-136	0	0.00	445	COS- Market	5,257	38.87	9,953	50.00	-4,697	0	0.00	5,257
445	22.01	625	25.83	-180	334	17.82	111	Total COS- Miscellaneous	5,257	17.91	10,599	27.10	-5,343	22,640	59.92	-17,383
0	0.00	0	0.00	0	0	0.00	0	Banquet Room Rental	0	0.00	0	0.00	0	80	100.00	-80
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	80	100.00	-80
Cost of Sales- Meeting Room																
1,578	77.99	1,794	74.17	-216	1,542	82.18	35	Total Miscellaneous Profit	24,085	82.09	28,519	72.90	-4,434	15,221	40.29	8,864

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,926	3.99	5,949	3.18	-1,023	4,857	2.76		69 General Manager	41,135	2.15	68,700	2.10	-27,565	51,922	1.60	-10,788
0	0.00	4,046	2.16	-4,046	3,336	1.89	-3,336	Assistant General Manager	23,975	1.25	47,771	1.46	-23,796	52,802	1.63	-28,827
2,342	1.90	2,287	1.22	55	2,909	1.65	-567	Security	28,333	1.48	27,444	0.84	889	28,577	0.88	-243
656	0.53	1,032	0.55	-376	949	0.54	-293	Payroll Taxes	8,348	0.44	13,139	0.40	-4,791	11,957	0.37	-3,609
608	0.49	928	0.50	-320	554	0.31	54	Employee Benefits	11,314	0.59	11,136	0.34	178	12,668	0.39	-1,354
200	0.16	0	0.00	200	0	0.00	200	Vacation /PTO	4,311	0.23	0	0.00	4,311	4,601	0.14	-290
0	0.00	0	0.00	0	877	0.50	-877	Holiday	1,209	0.06	0	0.00	1,209	2,339	0.07	-1,130
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	2,375	0.12	12,500	0.38	-10,125	4,363	0.13	-1,988
8,732	7.08	14,242	7.61	-5,510	13,483	7.65	-4,751	Total P/R & R/B- A&G	121,000	6.33	180,690	5.51	-59,690	169,229	5.21	-48,230
Operating Expenses- A&G																
456	0.37	2,200	1.18	-1,744	1,740	0.99	-1,284	Employee Relations	1,768	0.09	6,325	0.19	-4,557	5,300	0.16	-3,532
4,000	3.24	2,000	1.07	2,000	2,000	1.13	2,000	Accounting Fees	26,000	1.36	24,000	0.73	2,000	24,000	0.74	2,000
1,645	1.33	778	0.42	867	1,441	0.82	205	Data Processing	22,236	1.16	11,727	0.36	10,509	11,262	0.35	10,974
366	0.30	427	0.23	-61	637	0.36	-271	Office Supplies	2,807	0.15	7,313	0.22	-4,505	9,322	0.29	-6,515
88	0.07	44	0.02	44	44	0.02	44	Muzak	553	0.03	528	0.02	25	569	0.02	-16
0	0.00	475	0.25	-475	28	0.02	-28	Travel & Lodging	386	0.02	5,700	0.17	-5,314	15,752	0.48	-15,366
0	0.00	50	0.03	-50	0	0.00	0	Meals and Entertainment	0	0.00	600	0.02	-600	1,500	0.05	-1,500
0	0.00	75	0.04	-75	0	0.00	0	Telephone	38	0.00	900	0.03	-862	275	0.01	-237
0	0.00	290	0.15	-290	0	0.00	0	Licenses and Permits	1,557	0.08	2,183	0.07	-627	1,569	0.05	-12
67	0.05	119	0.06	-52	317	0.18	-251	Postage	566	0.03	2,031	0.06	-1,465	1,575	0.05	-1,009
0	0.00	100	0.05	-100	0	0.00	0	Recruitment	1,258	0.07	1,850	0.06	-592	1,465	0.05	-207
0	0.00	180	0.10	-180	196	0.11	-196	Employment Screening/ Drug Testing	1,468	0.08	2,160	0.07	-692	2,340	0.07	-872
0	0.00	250	0.13	-250	202	0.11	-202	Training	387	0.02	4,150	0.13	-3,763	2,035	0.06	-1,648
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	0	0.00	0	0.00	0	50,464	1.55	-50,464
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	0	0.00	0	0.00	0	3,890	0.12	-3,890
150	0.12	165	0.09	-15	150	0.09	0	Dues/Subscriptions	3,149	0.16	2,971	0.09	178	4,741	0.15	-1,592
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	28	0.00	-28
3,670	2.97	4,904	2.62	-1,234	7,228	4.10	-3,559	Credit Card Commissions	47,854	2.50	85,854	2.62	-38,000	90,562	2.79	-42,709
3	0.00	0	0.00	3	825	0.47	-822	Cash Over/Short	-942	-0.05	0	0.00	-942	-5,542	-0.17	4,600
1,226	0.99	0	0.00	1,226	0	0.00	1,226	Moving Expenses	1,226	0.06	0	0.00	1,226	0	0.00	1,226
0	0.00	181	0.10	-181	215	0.12	-215	Equipment Rental	2,643	0.14	2,204	0.07	439	1,845	0.06	798
468	0.38	560	0.30	-92	858	0.49	-390	Payroll Services	5,745	0.30	7,070	0.22	-1,325	8,752	0.27	-3,007
540	0.44	1,472	0.79	-931	570	0.32	-30	Bank Charges	13,856	0.72	17,663	0.54	-3,807	16,587	0.51	-2,731
0	0.00	0	0.00	0	0	0.00	0	Chargebacks	4,468	0.23	0	0.00	4,468	3,421	0.11	1,047
990	0.80	1,139	0.61	-149	1,615	0.92	-625	Workers Comp Insurance	9,209	0.48	14,408	0.44	-5,199	14,055	0.43	-4,846
13,669	11.08	15,408	8.23	-1,739	18,067	10.25	-4,398	Total Operating- A&G	146,232	7.65	199,637	6.09	-53,404	265,769	8.18	-119,537
22,401	18.16	29,650	15.84	-7,249	31,551	17.90	-9,149	Total Expenses- A&G	267,232	13.98	380,326	11.61	-113,094	434,998	13.39	-167,766

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

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SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	3,843	2.05	-3,843	3,000	1.70	-3,000	Director of Sales	15,096	0.79	44,925	1.37	-29,829	39,682	1.22	-24,586
3,385	2.74	0	0.00	3,385	0	0.00	3,385	Sales Manager	3,403	0.18	0	0.00	3,403	67	0.00	3,336
375	0.30	961	0.51	-586	687	0.39	-312	Revenue Management	5,722	0.30	11,532	0.35	-5,810	8,572	0.26	-2,849
0	0.00	172	0.09	-172	0	0.00	0	E Commerce Management	516	0.03	2,066	0.06	-1,549	0	0.00	516
294	0.24	382	0.20	-88	253	0.14	41	Payroll Taxes	1,792	0.09	4,789	0.15	-2,997	3,335	0.10	-1,543
-4	0.00	992	0.53	-996	607	0.34	-611	Employee Benefits	4,691	0.25	11,904	0.36	-7,213	11,244	0.35	-6,553
357	0.29	0	0.00	357	0	0.00	357	Vacation / PTO	2,378	0.12	0	0.00	2,378	1,512	0.05	866
308	0.25	0	0.00	308	336	0.19	-28	Holiday	476	0.02	0	0.00	476	1,170	0.04	-694
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	1,150	0.06	4,400	0.13	-3,250	3,945	0.12	-2,795
4,714	3.82	6,350	3.39	-1,636	4,884	2.77	-170	Total P/R & R/B- Sales	35,225	1.84	79,615	2.43	-44,391	69,526	2.14	-34,302
Operating Expenses- Sales																
1,195	0.97	0	0.00	1,195	0	0.00	1,195	Revenue Mgmt Fee	7,170	0.38	0	0.00	7,170	0	0.00	7,170
0	0.00	0	0.00	0	11	0.01	-11	Printing & Stationary	0	0.00	165	0.01	-165	125	0.00	-125
23	0.02	10	0.01	13	0	0.00	23	Office Supplies	23	0.00	120	0.00	-97	37	0.00	-15
0	0.00	50	0.03	-50	154	0.09	-154	Travel & Lodging	223	0.01	2,400	0.07	-2,177	2,211	0.07	-1,988
0	0.00	20	0.01	-20	0	0.00	0	Meals & Entertainment	37	0.00	240	0.01	-203	243	0.01	-206
0	0.00	0	0.00	0	8	0.00	-8	Promotions	0	0.00	850	0.03	-850	592	0.02	-592
0	0.00	50	0.03	-50	50	0.03	-50	Telephone	100	0.01	600	0.02	-500	600	0.02	-500
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	50	0.00	-50	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Sales Training	212	0.01	250	0.01	-38	50	0.00	162
132	0.11	462	0.25	-330	418	0.24	-286	Dues & Subscriptions	2,779	0.15	5,639	0.17	-2,860	3,047	0.09	-268
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	150	0.00	-150	804	0.02	-804
900	0.73	0	0.00	900	900	0.51	0	Outdoor Advertising	900	0.05	900	0.03	0	1,420	0.04	-520
147	0.12	200	0.11	-53	230	0.13	-83	e Commerce Costs	1,309	0.07	2,200	0.07	-891	2,664	0.08	-1,355
1,177	0.95	0	0.00	1,177	393	0.22	784	Brand Paid Search	7,763	0.41	0	0.00	7,763	3,210	0.10	4,554
0	0.00	150	0.08	-150	0	0.00	0	Internet Advertising	250	0.01	900	0.03	-650	0	0.00	250
0	0.00	0	0.00	0	0	0.00	0	Magazine Advertising	850	0.04	850	0.03	0	0	0.00	850
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	0	0.00	0	250	0.01	-250
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	700	0.02	-700	409	0.01	-409
3,574	2.90	942	0.50	2,632	2,162	1.23	1,412	Total Operating- Sales	21,616	1.13	16,014	0.49	5,602	15,661	0.48	5,955
8,288	6.72	7,292	3.90	995	7,046	4.00	1,242	Total Expenses-Sales	56,841	2.97	95,629	2.92	-38,789	85,188	2.62	-28,347

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For Property: Comfort Inn Fayetteville

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,199	1.77	-4,199	4,088	1.85	-4,088	Chief Engineer	10,109	0.38	48,496	1.19	-38,387	26,627	0.66	-16,518
3,520	1.98	4,241	1.79	-721	4,282	1.94	-762	General Maintenance	35,443	1.34	50,070	1.23	-14,627	44,373	1.10	-8,930
320	0.18	506	0.21	-186	806	0.37	-486	Payroll Taxes	4,171	0.16	5,936	0.15	-1,765	6,247	0.15	-2,075
0	0.00	94	0.04	-94	383	0.17	-383	Employee Benefits	215	0.01	1,128	0.03	-913	1,320	0.03	-1,105
0	0.00	0	0.00	0	432	0.20	-432	Holiday	216	0.01	0	0.00	216	1,254	0.03	-1,038
0	0.00	0	0.00	0	0	0.00	0	Vacation /PTO	654	0.02	0	0.00	654	1,004	0.02	-350
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	375	0.01	-375	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	931	0.04	0	0.00	931	0	0.00	931
3,841	2.16	9,040	3.81	-5,200	9,992	4.52	-6,151	Total P/R & Related Expenses- Maintenance	51,739	1.96	106,005	2.61	-54,266	80,824	1.99	-29,085
Operating Expenses- R & M																
0	0.00	119	0.05	-119	0	0.00	0	Laundry Equipment	1,305	0.05	2,031	0.05	-727	3,223	0.08	-1,918
62	0.03	427	0.18	-365	270	0.12	-209	Building Maintenance	7,067	0.27	7,313	0.18	-246	7,940	0.20	-874
0	0.00	0	0.00	0	0	0.00	0	Office Equipment	0	0.00	0	0.00	0	24	0.00	-24
0	0.00	119	0.05	-119	302	0.14	-302	Light Bulbs	600	0.02	2,031	0.05	-1,431	1,454	0.04	-854
35	0.02	237	0.10	-202	4,378	1.98	-4,343	Electrical & Mechanical	5,151	0.20	4,063	0.10	1,089	8,629	0.21	-3,478
0	0.00	356	0.15	-356	0	0.00	0	HVAC	230	0.01	6,094	0.15	-5,864	6,335	0.16	-6,105
0	0.00	285	0.12	-285	170	0.08	-170	Plumbing & Boiler	8,292	0.31	4,875	0.12	3,417	6,397	0.16	1,896
0	0.00	100	0.04	-100	0	0.00	0	Pool	1,058	0.04	4,580	0.11	-3,522	3,947	0.10	-2,889
528	0.30	515	0.22	13	959	0.43	-431	Grounds & Landscaping	3,837	0.15	8,650	0.21	-4,813	10,582	0.26	-6,745
0	0.00	119	0.05	-119	176	0.08	-176	Signage	0	0.00	2,031	0.05	-2,031	975	0.02	-975
0	0.00	190	0.08	-190	-478	-0.22	478	Furniture & Fixtures	-965	-0.04	3,250	0.08	-4,215	1,820	0.04	-2,785
0	0.00	119	0.05	-119	382	0.17	-382	Painting	1,074	0.04	2,031	0.05	-957	2,016	0.05	-942
0	0.00	150	0.06	-150	1,677	0.76	-1,677	Carpet & Floor	115	0.00	5,250	0.13	-5,135	6,235	0.15	-6,120
0	0.00	30	0.01	-30	0	0.00	0	Telephone	0	0.00	360	0.01	-360	0	0.00	0
0	0.00	75	0.03	-75	0	0.00	0	Kitchen Equipment	0	0.00	900	0.02	-900	608	0.02	-608
0	0.00	332	0.14	-332	904	0.41	-904	Locks & Keys	1,265	0.05	5,688	0.14	-4,422	7,967	0.20	-6,701
0	0.00	71	0.03	-71	0	0.00	0	Radio & TV	0	0.00	1,219	0.03	-1,219	1,537	0.04	-1,537
268	0.15	900	0.38	-632	247	0.11	21	Exterminating	11,981	0.45	6,550	0.16	5,431	17,917	0.44	-5,936
0	0.00	200	0.08	-200	50	0.02	-50	License & Permits	0	0.00	200	0.00	-200	390	0.01	-390
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	0	0.00	0	0.00	0	1,659	0.04	-1,659
0	0.00	0	0.00	0	0	0.00	0	Equipment Rental	0	0.00	0	0.00	0	172	0.00	-172
0	0.00	0	0.00	0	0	0.00	0	Storage	0	0.00	0	0.00	0	297	0.01	-297
457	0.26	50	0.02	407	6,869	3.11	-6,412	Fire & Safety	4,608	0.17	5,900	0.15	-1,292	10,775	0.27	-6,167
0	0.00	396	0.17	-396	2,348	1.06	-2,348	Elevator	6,929	0.26	4,751	0.12	2,177	8,222	0.20	-1,293
1,350	0.76	4,788	2.02	-3,438	18,255	8.26	-16,904	Total Operating - R & M	52,547	1.99	77,766	1.91	-25,219	109,120	2.69	-56,572
5,191	2.91	13,828	5.83	-8,638	28,246	12.79	-23,056	Total Expenses- R & M	104,287	3.95	183,772	4.52	-79,485	189,944	4.69	-85,657

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,226	1.81	5,100	2.15	-1,874	6,999	3.17	-3,772	Electricity	61,938	2.35	85,613	2.11	-23,675	86,740	2.14	-24,802
606	0.34	498	0.21	108	592	0.27	14	Gas	5,606	0.21	7,764	0.19	-2,158	7,728	0.19	-2,122
2,385	1.34	3,350	1.41	-965	5,431	2.46	-3,046	Water & Sewer	40,495	1.53	47,080	1.16	-6,585	52,000	1.28	-11,506
375	0.21	566	0.24	-191	478	0.22	-103	Waste Removal	4,486	0.17	6,792	0.17	-2,306	6,794	0.17	-2,308
6,592	3.70	9,514	4.01	-2,922	13,499	6.11	-6,907	Total Expenses- Utilities	112,525	4.26	147,249	3.62	-34,725	153,262	3.78	-40,737

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
8,044	6.63	10,439	5.65	-2,395	14,665	8.41	-6,621	Franchise Fees/ Royalties	109,339	5.81	182,932	5.65	-73,593	179,541	5.59	-70,201
5,482	4.52	7,113	3.85	-1,631	9,993	5.73	-4,511	Advertising	74,506	3.96	124,653	3.85	-50,147	86,855	2.70	-12,349
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	35,863	1.12	-35,863
4,513	3.72	4,008	2.17	505	4,706	2.70	-193	Frequent Traveler	50,867	2.70	70,150	2.17	-19,283	70,229	2.19	-19,362
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	0	0.00	0	0.00	0	1,104	0.03	-1,104
7,945	6.55	1,367	0.74	6,578	1,000	0.57	6,945	Other Franchise Cost	11,683	0.62	23,959	0.74	-12,277	19,894	0.62	-8,212
25,984	21.41	22,927	12.41	3,057	30,363	17.41	-4,379	Total Franchise Fees Expense	246,395	13.09	401,694	12.41	-155,300	393,486	12.25	-147,092

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MANAGEMENT FEES																
3,084	2.50	4,679	2.50	-1,595	4,408	2.50	-1,324	Management Fees	47,783	2.50	81,921	2.50	-34,138	81,241	2.50	-33,458
12,136	9.84	0	0.00	12,136	0	0.00	12,136	Management Fees- Owner	27,341	1.43	0	0.00	27,341	0	0.00	27,341
15,220	12.34	4,679	2.50	10,541	4,408	2.50	10,812	Total Management Fees Expense	75,124	3.93	81,921	2.50	-6,798	81,241	2.50	-6,117

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FIXED EXPENSES																
11,406	9.25	7,487	4.00	3,919	-143,637	-81.47	155,044	FF & E Reserve	136,876	7.16	131,074	4.00	5,802	0	0.00	136,876
8,006	6.49	8,006	4.28	0	7,902	4.48	104	Real Estate Tax	96,068	5.03	96,068	2.93	0	95,148	2.93	920
639	0.52	639	0.34	0	24,047	13.64	-23,408	Personal Property Tax	7,662	0.40	7,662	0.23	0	30,988	0.95	-23,325
6,512	5.28	5,827	3.11	685	5,564	3.16	948	Insurance	71,364	3.73	69,804	2.13	1,560	68,549	2.11	2,816
26,563	21.53	21,958	11.73	4,604	-106,124	-60.19	132,687	TOTAL FIXED EXPENSES	311,971	16.32	304,608	9.30	7,363	194,685	5.99	117,287

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TOTAL OTHER																
0	0.00	0	0.00	0	350	0.20	-350	Owners Expense	18,205	0.95	0	0.00	18,205	16,151	0.50	2,054
43,762	35.47	0	0.00	43,762	-52,163	-29.59	95,925	Depreciation	525,144	27.48	0	0.00	525,144	429,219	13.21	95,925
3,458	2.80	0	0.00	3,458	5,601	3.18	-2,143	Amortization Expense	41,496	2.17	0	0.00	41,496	43,639	1.34	-2,143
41,472	33.62	41,472	22.16	0	41,473	23.52	-1	Interest Expense	497,052	26.01	497,662	15.19	-609	500,943	15.42	-3,890
0	0.00	0	0.00	0	4,329	2.46	-4,329	Insurance Claim Proceeds	0	0.00	0	0.00	0	0	0.00	0
15,288	12.39	1,872	1.00	13,416	1,763	1.00	13,525	Asset Management Fee	19,113	1.00	32,769	1.00	-13,656	32,496	1.00	-13,383
0	0.00	0	0.00	0	0	0.00	0	Uninsured Loss	0	0.00	0	0.00	0	8,726	0.27	-8,726
0	0.00	0	0.00	0	-37,372	-21.20	37,372	Extraordinary Expenses	6,692	0.35	0	0.00	6,692	0	0.00	6,692
0	0.00	0	0.00	0	290	0.16	-290	GB 1 YE AJE	0	0.00	0	0.00	0	290	0.01	-290
0	0.00	0	0.00	0	75,663	42.92	-75,663	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	75,663	2.33	-75,663
103,980	84.28	43,344	23.16	60,636	39,933	22.65	64,047	Total Other	1,107,703	57.96	530,430	16.19	577,272	1,107,126	34.08	577

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Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,751		3,751		0	3,751		0	Total Rooms Available	44,286		44,286		0	44,165		121
895		1,596		-701	1,879		-984	Total Rooms Sold	15,431		28,293		-12,862	27,439		-12,008
23.86%		42.55%		-18.69%	50.09%		-26.23%	Occupancy %	34.84%		63.89%		-29.04%	62.13%		-27.28%
77.25		104.54		-27.29	106.71		-29.46	Average Rate	93.79		119.34		-25.54	117.36		-23.56
18.43		44.48		-26.05	53.45		-35.02	REVPAR	32.68		76.24		-43.56	72.91		-40.23
REVENUES																
69,136	96.32	166,841	90.01	-97,705	200,502	93.65	-131,365	ROOMS	1,447,347	95.82	3,376,447	91.56	-1,929,101	3,220,137	92.12	-1,772,790
-200	-0.28	11,772	6.35	-11,972	10,589	4.95	-10,789	FOOD	26,290	1.74	194,658	5.28	-168,368	183,121	5.24	-156,831
0	0.00	3,703	2.00	-3,703	0	0.00	0	BEVERAGE	0	0.00	65,640	1.78	-65,640	42,524	1.22	-42,524
2,838	3.95	3,036	1.64	-198	2,997	1.40	-159	MISCELLANEOUS	36,791	2.44	50,960	1.38	-14,169	49,877	1.43	-13,086
71,774	100.00	185,352	100.00	-113,578	214,088	100.00	-142,314	TOTAL REVENUES	1,510,427	100.00	3,687,705	100.00	-2,177,277	3,495,659	100.00	-1,985,232
DEPARTMENT EXPENSES																
24,416	35.32	47,635	28.55	-23,219	52,040	25.95	-27,623	ROOMS EXPENSE	361,841	25.00	728,630	21.58	-366,789	715,195	22.21	-353,354
-11	5.33	19,346	164.34	-19,356	23,313	220.16	-23,323	FOOD EXPENSE	53,139	202.13	234,619	120.53	-181,480	225,856	123.34	-172,718
0	0.00	1,037	28.00	-1,037	60	0.00	-60	BEVERAGE EXPENSE	0	0.00	20,379	31.05	-20,379	13,741	32.31	-13,741
953	33.58	1,092	35.98	-139	1,834	61.18	-880	MISCELLANEOUS EXPENSE	11,412	31.02	18,992	37.27	-7,579	24,692	49.51	-13,280
25,359	35.33	69,110	37.29	-43,752	77,246	36.08	-51,887	TOTAL DEPARTMENTAL EXPENSES	426,392	28.23	1,002,620	27.19	-576,228	979,485	28.02	-553,093
DEPARTMENTAL PROFIT																
44,720	64.68	119,206	71.45	-74,486	148,462	74.05	-103,742	ROOMS PROFIT	1,085,506	75.00	2,647,817	78.42	-1,562,311	2,504,942	77.79	-1,419,436
-190	94.67	-7,574	-64.34	7,384	-12,724	-120.16	12,534	FOOD PROFIT	-26,849	-102.13	-39,961	-20.53	13,112	-42,735	-23.34	15,886
0	0.00	2,666	72.00	-2,666	-60	0.00	60	BEVERAGE PROFIT	0	0.00	45,261	68.95	-45,261	28,783	67.69	-28,783
1,885	66.42	1,944	64.02	-59	1,164	38.82	721	MISCELLANEOUS PROFIT	25,379	68.98	31,968	62.73	-6,589	25,185	50.49	194
46,415	64.67	116,241	62.71	-69,826	136,842	63.92	-90,427	TOTAL DEPARTMENTAL PROFIT	1,084,036	71.77	2,685,084	72.81	-1,601,049	2,516,174	71.98	-1,432,138
18,949	26.40	27,732	14.96	-8,783	26,312	12.29	-7,363	A & G EXPENSE	267,066	17.68	372,952	10.11	-105,886	353,163	10.10	-86,097
5,852	8.15	2,634	1.42	3,217	4,259	1.99	1,593	TELECOM	36,717	2.43	31,062	0.84	5,655	33,936	0.97	2,781
7,935	11.06	9,462	5.11	-1,528	9,225	4.31	-1,290	SALES & MARKETING EXPENSES	68,418	4.53	126,543	3.43	-58,125	109,492	3.13	-41,074
30,828	42.95	19,563	10.55	11,264	25,870	12.08	4,958	FRANCHISE FEES	209,459	13.87	388,319	10.53	-178,860	379,817	10.87	-170,358
11,960	16.66	13,661	7.37	-1,701	27,615	12.90	-15,654	MAINTENANCE EXPENSES	143,906	9.53	183,174	4.97	-39,269	196,289	5.62	-52,384
7,190	10.02	12,949	6.99	-5,759	14,514	6.78	-7,324	UTILITIES EXPENSE	108,991	7.22	145,641	3.95	-36,650	144,400	4.13	-35,409
82,713	115.24	86,002	46.40	-3,289	107,794	50.35	-25,081	TOTAL ADMIN EXPENSES	834,557	55.25	1,247,692	33.83	-413,135	1,217,097	34.82	-382,540
-36,298	-50.57	30,239	16.31	-66,537	29,048	13.57	-65,345	HOUSE PROFIT	249,478	16.52	1,437,393	38.98	-1,187,914	1,299,077	37.16	-1,049,599
FIXED EXPENSES																
17,132	23.87	4,639	2.50	12,493	5,369	2.51	11,763	MANAGEMENT FEES	67,889	4.49	92,265	2.50	-24,376	87,408	2.50	-19,519
56,267	78.39	46,879	25.29	9,388	-117,122	-54.71	173,389	FIXED EXPENSES	645,539	42.74	619,515	16.80	26,024	447,854	12.81	197,684

-109,697	-152.84	-21,278	-11.48	-88,419	140,801	65.77	-250,497 NET OPERATING INCOME	-463,950	-30.72	725,613	19.68	-1,189,562	763,815	21.85	-1,227,764
81,758	113.91	39,083	21.09	42,675	123,159	57.53	-41,401 Other	861,379	57.03	483,637	13.11	377,742	948,387	27.13	-87,008
-191,455	-266.75	-60,361	-32.57	-131,093	17,642	8.24	-209,097 N.I. after Other	-1,325,329	-87.75	241,975	6.56	-1,567,304	-184,573	-5.28	-1,140,756
-161,313		-60,361		-100,951	65,865		-227,178 Cash before Depreciation/Amortization	-963,625		241,975		-1,205,600	195,212		-1,158,837

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Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
41,317	59.76	51,455	30.84	-10,138	73,056	36.44	-31,739	Rack/ Premium	767,076	53.00	1,262,886	37.40	-495,810	1,193,052	37.05	-425,976
20,395	29.50	40,347	24.18	-19,952	37,956	18.93	-17,561	Discounts - Other	315,974	21.83	564,600	16.72	-248,626	574,225	17.83	-258,251
96	0.14	4,644	2.78	-4,548	4,632	2.31	-4,536	Government	27,998	1.93	78,216	2.32	-50,218	74,448	2.31	-46,450
3,815	5.52	50,218	30.10	-46,403	58,824	29.34	-55,009	Locally Negotiated Rate	214,570	14.83	833,713	24.69	-619,143	733,577	22.78	-519,007
0	0.00	0	0.00	0	0	0.00	0	Allowances	117	0.01	0	0.00	117	-175	-0.01	292
2,236	3.23	865	0.52	1,371	18,252	9.10	-16,016	Redemption Revenue	35,258	2.44	61,998	1.84	-26,739	87,902	2.73	-52,643
67,859	98.15	147,530	88.43	-79,670	192,720	96.12	-124,861	Total Transient Revenue	1,360,993	94.03	2,801,413	82.97	-1,440,420	2,663,028	82.70	-1,302,035
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
375	0.54	19,312	11.57	-18,937	6,975	3.48	-6,600	Group- Corporate	76,329	5.27	575,034	17.03	-498,705	541,260	16.81	-464,931
375	0.54	19,312	11.57	-18,937	6,975	3.48	-6,600	Total Group Revenue	76,329	5.27	575,034	17.03	-498,705	541,260	16.81	-464,931
902	1.30	0	0.00	902	807	0.40	95	Guaranteed No-Show	10,024	0.69	0	0.00	10,024	15,848	0.49	-5,823
69,136	100.00	166,841	100.00	-97,705	200,502	100.00	-131,365	Total Rooms Revenue	1,447,347	100.00	3,376,447	100.00	-1,929,101	3,220,137	100.00	-1,772,790
ROOM STATISTICS																
488	55	415	26	73	621	33	-133	Rack/ Premium Rooms	7,511	49	8,948	32	-1,437	8,814	32	-1,303
357	40	511	32	-154	609	32	-252	Discounts - Other Rooms	4,623	30	6,524	23	-1,901	6,964	25	-2,341
1	0	48	3	-47	48	3	-47	Government Rooms	293	2	807	3	-514	785	3	-492
44	5	463	29	-419	542	29	-498	Locally Negotiated Corporate Rooms	2,366	15	7,707	27	-5,341	6,814	25	-4,448
890	99	1,436	90	-546	1,820	97	-930	Total Transient Stats	14,793	96	23,986	85	-9,193	23,377	85	-8,584
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
5	1	160	10	-155	59	3	-54	Group- Corporate Rooms	638	4	4,307	15	-3,669	4,062	15	-3,424
5	1	160	10	-155	59	3	-54	Total Group Stats	638	4	4,307	15	-3,669	4,062	15	-3,424
895	100	1,596	100	-701	1,879	100	-984	TOTAL ROOM STATISTICS	15,431	100	28,293	100	-12,862	27,439	100	-12,008
Other Room Stats																
2	0	0	0	2	13	1	-11	Comp Rooms	240	2	0	0	240	169	1	71
15	2	0	0	15	18	1	-3	GNS Stats	157	1	0	0	157	185	1	-28
126	14	0	0	126	162	9	-36	Out of Order Rooms	1,444	9	0	0	1,444	2,084	8	-640
1,233	138	0	0	1,233	2,451	130	-1,218	# of Guests	20,479	133	0	0	20,479	34,765	127	-14,286

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
84.67		124.00		-39.33	117.64		-32.98	Rack/Premium ADR	102.13		141.13		-39.00	135.36		-33.23
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
57.13		79.00		-21.87	62.32		-5.20	Discount ADR	68.35		86.54		-18.19	82.46		-14.11
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
96.00		97.00		-1.00	96.50		-0.50	Government ADR	95.56		96.95		-1.39	94.84		0.72
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
86.70		108.50		-21.80	108.53		-21.83	Local Negotiated ADR	90.69		108.18		-17.49	107.66		-16.97
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
76.25		102.71		-26.46	105.89		-29.64	Total Transient ADR	92.00		116.79		-24.79	113.92		-21.91
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
75.00		121.00		-46.00	118.22		-43.22	Group - Corporate ADR	119.64		133.51		-13.88	133.25		-13.61
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
75.00		121.00		-46.00	118.22		-43.22	Total Group ADR	119.64		133.51		-13.88	133.25		-13.61

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles
 For Property: CY Chicago St Charles
 00- Master P&L-CAPSTONE
 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
3,257	3.64	0	0.00	3,257	0	0.00	3,257	FOM/Guest Service Mgr	9,208	0.60	0	0.00	9,208	0	0.00	9,208
2,239	2.50	4,150	2.60	-1,911	5,748	3.06	-3,510	FD/ Guest Service Reps	38,459	2.49	71,715	2.53	-33,256	75,921	2.77	-37,462
0	0.00	0	0.00	0	0	0.00	0	FD/Supervisor	0	0.00	0	0.00	0	252	0.01	-252
2,499	2.79	3,674	2.30	-1,175	2,929	1.56	-430	Executive Housekeeper	13,530	0.88	42,536	1.50	-29,006	40,281	1.47	-26,751
0	0.00	2,267	1.42	-2,267	0	0.00	0	Asst Exec Housekeeper/ Inspectress	25,437	1.65	30,119	1.06	-4,682	0	0.00	25,437
3,196	3.57	9,975	6.25	-6,779	7,014	3.73	-3,818	Housekeepers	45,204	2.93	176,833	6.25	-131,629	45,343	1.65	-140
0	0.00	5,580	3.50	-5,580	3,274	1.74	-3,274	Housemen	9,667	0.63	65,880	2.33	-56,213	34,675	1.26	-25,008
0	0.00	2,554	1.60	-2,554	652	0.35	-652	Laundry	4,629	0.30	45,270	1.60	-40,641	8,316	0.30	-3,687
3,787	4.23	3,720	2.33	67	3,645	1.94	142	Night Audit	41,758	2.71	43,920	1.55	-2,162	46,060	1.68	-4,303
1,458	1.63	2,011	1.26	-553	2,465	1.31	-1,007	Payroll Taxes	19,932	1.29	29,218	1.03	-9,287	26,851	0.98	-6,919
254	0.28	744	0.47	-490	872	0.46	-618	Employee Benefits	6,854	0.44	8,928	0.32	-2,074	12,668	0.46	-5,815
-1,258	-1.41	600	0.38	-1,858	539	0.29	-1,797	Vacation /PTO	9,132	0.59	7,200	0.25	1,932	8,289	0.30	843
549	0.61	1,000	0.63	-451	1,722	0.92	-1,173	Holiday	2,921	0.19	3,500	0.12	-579	4,459	0.16	-1,537
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	250	0.02	0	0.00	250	87	0.00	163
0	0.00	0	0.00	0	6,056	3.22	-6,056	Contract Labor- Housekeepers	15,955	1.03	0	0.00	15,955	151,519	5.52	-135,564
0	0.00	0	0.00	0	944	0.50	-944	Contract Labor- Houseperson	2,340	0.15	0	0.00	2,340	15,322	0.56	-12,981
0	0.00	0	0.00	0	2,593	1.38	-2,593	Contract Labor- Laundry	1,919	0.12	0	0.00	1,919	25,673	0.94	-23,754
15,981	17.86	36,275	22.73	-20,294	38,452	20.46	-22,472	Total P/R & R/Benefits- Rooms	247,194	16.02	525,119	18.56	-277,925	495,715	18.07	-248,521
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	48	0.03	-48	202	0.11	-202	Newspapers	291	0.02	849	0.03	-557	1,011	0.04	-719
0	0.00	1,436	0.90	-1,436	3,773	2.01	-3,773	Comp Breakfast	6,831	0.44	25,464	0.90	-18,632	28,428	1.04	-21,596
1,838	2.05	0	0.00	1,838	0	0.00	1,838	Rooms- Promotion	4,657	0.30	0	0.00	4,657	4,171	0.15	486
0	0.00	416	0.26	-416	0	0.00	0	Guest Transportation	0	0.00	4,992	0.18	-4,992	19,049	0.69	-19,049
145	0.16	80	0.05	65	0	0.00	145	Laundry Supplies	867	0.06	1,415	0.05	-547	307	0.01	561
0	0.00	878	0.55	-878	0	0.00	0	Linen Supplies	3,066	0.20	15,561	0.55	-12,495	12,306	0.45	-9,241
1,838	2.05	1,680	1.05	158	1,761	0.94	77	Cable TV	20,510	1.33	20,160	0.71	350	21,799	0.79	-1,289
393	0.44	400	0.25	-7	393	0.21	0	HSIA Support	4,849	0.31	4,800	0.17	49	4,989	0.18	-140
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	116	0.00	-116
313	0.35	958	0.60	-645	1,367	0.73	-1,055	Reservations Expense	6,633	0.43	17,666	0.62	-11,033	14,670	0.53	-8,037
1,913	2.14	1,835	1.15	77	1,533	0.82	380	Guest Room Supplies	23,890	1.55	32,537	1.15	-8,647	30,829	1.12	-6,939
215	0.24	399	0.25	-184	1,161	0.62	-945	Cleaning Supplies	5,150	0.33	7,073	0.25	-1,924	7,750	0.28	-2,600
95	0.11	271	0.17	-176	459	0.24	-364	Ecolab Core Supplies	2,829	0.18	4,810	0.17	-1,981	6,105	0.22	-3,275
1,500	1.68	2,720	1.70	-1,220	2,711	1.44	-1,211	Travel Agents Commission	32,055	2.08	61,940	2.19	-29,885	60,041	2.19	-27,986
0	0.00	239	0.15	-239	227	0.12	-227	Uniforms	1,102	0.07	4,244	0.15	-3,142	4,477	0.16	-3,375
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	0	0.00	2,000	0.07	-2,000	3,433	0.13	-3,433
186	0.21	0	0.00	186	0	0.00	186	COVID 19 Supplies	1,916	0.12	0	0.00	1,916	0	0.00	1,916
8,435	9.43	11,360	7.12	-2,925	13,587	7.23	-5,152	Total Operating - Rooms	114,647	7.43	203,511	7.19	-88,864	219,480	8.00	-104,833
24,416	27.28	47,635	29.85	-23,219	52,040	27.70	-27,623	Total Expenses- Rooms	361,841	23.45	728,630	25.75	-366,789	715,195	26.06	-353,354
44,720	49.97	119,206	74.69	-74,486	148,462	79.01	-103,742	Net Income- Rooms	1,085,506	70.35	2,647,817	93.59	-1,562,311	2,504,942	91.29	-1,419,436

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
-25	12.60	10,172	65.73	-10,197	10,139	95.75	-10,164	Total Food Sales	23,848	90.71	175,458	67.41	-151,610	165,167	73.20	-141,319
0	0.00	3,703	23.93	-3,703	0	0.00	0	Total Beverage Sales	0	0.00	65,640	25.22	-65,640	42,524	18.85	-42,524
25	-12.49	0	0.00	25	0	0.00	25	Total Banquet A/V	25	0.10	0	0.00	25	300	0.13	-275
-200	99.89	1,600	10.34	-1,800	450	4.25	-650	Total Banquet Misc	2,417	9.19	19,200	7.38	-16,783	17,654	7.82	-15,237
-200	100.00	15,474	100.00	-15,675	10,589	100.00	-10,789	Total F & B Sales	26,290	100.00	260,298	100.00	-234,008	225,645	100.00	-199,356
0	0.00	4,577	45.00	-4,577	8,887	87.65	-8,887	Food Cost	17,945	75.25	78,956	45.00	-61,011	81,284	49.21	-63,339
0	0.00	1,037	28.00	-1,037	60	0.00	-60	Beverage Costs	0	0.00	18,379	28.00	-18,379	11,741	27.61	-11,741
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	5,614	36.28	-5,614	8,947	84.50	-8,947	Total F & B Costs	17,945	68.26	97,335	37.39	-79,391	93,025	41.23	-75,080
-11	42.31	10,191	100.19	-10,202	9,192	90.66	-9,203	Food Wages	22,285	93.45	120,403	68.62	-98,118	109,481	66.28	-87,196
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
-11	42.31	10,191	73.45	-10,202	9,192	90.66	-9,203	Total F & B Wages	22,285	93.45	120,403	49.94	-98,118	109,481	52.71	-87,196
0	0.00	2,225	16.04	-2,225	1,984	19.57	-1,984	F & B- P T & E B	7,464	31.30	19,632	8.14	-12,168	17,958	8.65	-10,494
-11	5.33	12,416	80.24	-12,427	11,176	105.55	-11,187	TTL P/R and Benefits	29,749	113.16	140,035	53.80	-110,286	127,439	56.48	-97,689
0	0.00	2,352	23.12	-2,352	3,249	32.04	-3,249	Food Operating Expenses	5,445	22.83	15,628	8.91	-10,183	17,134	10.37	-11,689
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	2,000	3.05	-2,000	2,000	4.70	-2,000
0	0.00	2,352	15.20	-2,352	3,249	30.68	-3,249	Total F & B Operating Expenses	5,445	20.71	17,628	6.77	-12,183	19,134	8.48	-13,689
-190	94.67	-4,908	-31.72	4,719	-12,784	-120.72	12,594	Net F & B Income	-26,849	-102.13	5,299	2.04	-32,148	-13,952	-6.18	-12,897

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	1,819	15.46	-1,819	1,464	13.82	-1,464	Starbucks Revenues	2,900	11.03	32,254	16.57	-29,354	30,425	16.61	-27,525
0	0.00	5,251	44.61	-5,251	6,788	64.11	-6,788	Bistro Breakfast	15,543	59.12	93,084	47.82	-77,541	93,321	50.96	-77,778
-7	3.61	1,851	15.73	-1,859	1,817	17.16	-1,824	Bistro Dinner	4,831	18.38	32,820	16.86	-27,988	28,895	15.78	-24,064
-7	3.61	7,102	60.33	-7,109	8,605	81.27	-8,613	Total Bistro	20,374	77.50	125,904	64.68	-105,530	122,216	66.74	-101,842
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Room Service Delivery Charge	0	0.00	0	0.00	0	-481	-0.26	481
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	-481	-0.26	481
0	0.00	750	6.37	-750	0	0.00	0	Banquet Breakfast	450	1.71	11,300	5.81	-10,850	6,946	3.79	-6,496
0	0.00	300	2.55	-300	0	0.00	0	Banquet Lunch	0	0.00	3,600	1.85	-3,600	4,116	2.25	-4,116
-18	8.99	200	1.70	-218	70	0.66	-88	Banquet Breaks	123	0.47	2,400	1.23	-2,277	1,944	1.06	-1,821
-18	8.99	1,250	10.62	-1,268	70	0.66	-88	Total Banquets	573	2.18	17,300	8.89	-16,727	13,006	7.10	-12,433
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
-25	12.60	10,172	86.41	-10,197	10,139	95.75	-10,164	Net Food Revenue	23,848	90.71	175,458	90.14	-151,610	165,167	90.20	-141,319
-200	99.89	1,100	9.34	-1,300	450	4.25	-650	Banquet Room Rental	2,325	8.84	13,200	6.78	-10,875	12,018	6.56	-9,693
25	-12.49	0	0.00	25	0	0.00	25	Banquet A/V	25	0.10	0	0.00	25	300	0.16	-275
0	0.00	500	4.25	-500	0	0.00	0	F & B Service Charges	92	0.35	6,000	3.08	-5,908	5,636	3.08	-5,544
-175	87.40	1,600	13.59	-1,775	450	4.25	-625	Total Banquets Other	2,442	9.29	19,200	9.86	-16,758	17,954	9.80	-15,512
-200	100.00	11,772	100.00	-11,972	10,589	100.00	-10,789	Total Food Revenues	26,290	100.00	194,658	100.00	-168,368	183,121	100.00	-156,831

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

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Cost of Goods Sold																
0	0.00	4,577	45.00	-4,577	8,887	87.65	-8,887	Cost of Sales - Food	17,945	75.25	78,956	45.00	-61,011	81,284	49.21	-63,339
0	0.00	4,577	45.00	-4,577	8,887	87.65	-8,887	Total Cost of Good Sold	17,945	75.25	78,956	45.00	-61,011	81,284	49.21	-63,339
Food Payroll																
0	0.00	7,332	62.29	-7,332	6,402	60.46	-6,402	Gourmet Attendant	16,398	62.37	86,563	44.47	-70,165	79,927	43.65	-63,529
0	0.00	2,418	20.54	-2,418	2,694	25.44	-2,694	Cooks	5,198	19.77	28,548	14.67	-23,350	22,234	12.14	-17,036
0	0.00	300	2.55	-300	0	0.00	0	F & B Service Charge- Payout	0	0.00	3,600	1.85	-3,600	3,269	1.79	-3,269
0	0.00	1,305	11.09	-1,305	1,036	9.78	-1,036	Payroll Taxes	3,213	12.22	14,712	7.56	-11,499	12,866	7.03	-9,653
-11	5.33	141	1.20	-152	96	0.91	-107	Employee Benefits	689	2.62	1,692	0.87	-1,003	1,591	0.87	-901
0	0.00	200	1.70	-200	497	4.70	-497	Vacation /PTO	3,881	14.76	2,400	1.23	1,481	2,158	1.18	1,723
0	0.00	720	6.12	-720	451	4.26	-451	Holiday	369	1.41	2,520	1.29	-2,151	2,098	1.15	-1,729
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	835	0.46	-835
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	2,460	1.34	-2,460
-11	5.33	12,416	105.48	-12,427	11,176	105.55	-11,187	Total Food Wages	29,749	113.16	140,035	71.94	-110,286	127,439	69.59	-97,689
Operating Expenses																
0	0.00	40	0.34	-40	570	5.39	-570	China	0	0.00	870	0.45	-870	887	0.48	-887
0	0.00	25	0.21	-25	0	0.00	0	Glass	0	0.00	300	0.15	-300	119	0.07	-119
0	0.00	15	0.13	-15	0	0.00	0	Silverware	255	0.97	180	0.09	75	118	0.06	136
0	0.00	0	0.00	0	0	0.00	0	Tableware	51	0.19	0	0.00	51	321	0.18	-270
0	0.00	0	0.00	0	0	0.00	0	Data Processing- F & B	0	0.00	1,430	0.73	-1,430	1,404	0.77	-1,404
0	0.00	0	0.00	0	66	0.62	-66	Decorations	0	0.00	0	0.00	0	-58	-0.03	58
0	0.00	0	0.00	0	0	0.00	0	Contract Cleaning	0	0.00	600	0.31	-600	1,174	0.64	-1,174
0	0.00	0	0.00	0	24	0.23	-24	Supplies- Other	0	0.00	0	0.00	0	82	0.05	-82
0	0.00	120	1.02	-120	158	1.49	-158	Cleaning Supplies	786	2.99	1,440	0.74	-654	1,283	0.70	-497
0	0.00	50	0.42	-50	133	1.26	-133	Dishwasher Supplies	1,498	5.70	600	0.31	898	677	0.37	820
0	0.00	550	4.67	-550	1,638	15.47	-1,638	Supplies- Paper	2,503	9.52	6,600	3.39	-4,097	7,940	4.34	-5,438
0	0.00	262	2.23	-262	259	2.44	-259	Menus	251	0.95	1,328	0.68	-1,077	1,575	0.86	-1,325
0	0.00	90	0.76	-90	361	3.41	-361	Kitchen & Utensils Supplies	102	0.39	1,080	0.55	-978	1,322	0.72	-1,220
0	0.00	0	0.00	0	0	0.00	0	Uniforms	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Promotions	0	0.00	0	0.00	0	248	0.14	-248
0	0.00	1,200	10.19	-1,200	40	0.38	-40	Licenses & Permits	0	0.00	1,200	0.62	-1,200	40	0.02	-40
0	0.00	2,352	19.98	-2,352	3,249	30.68	-3,249	Total Operating Expense- Food	5,445	20.71	15,628	8.03	-10,183	17,134	9.36	-11,689
-11	5.33	19,346	164.34	-19,356	23,313	220.16	-23,323	Total Food Costs	53,139	202.13	234,619	120.53	-181,480	225,856	123.34	-172,718
-190	94.67	-7,574	-64.34	7,384	-12,724	-120.16	12,534	N.I.- Food Department	-26,849	-102.13	-39,961	-20.53	13,112	-42,735	-23.34	15,886

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	1,420	38.36	-1,420	0	0.00	0	Bar Liquor	0	0.00	25,181	38.36	-25,181	16,326	38.39	-16,326
0	0.00	974	26.29	-974	0	0.00	0	Bar Beer	0	0.00	17,259	26.29	-17,259	11,208	26.36	-11,208
0	0.00	1,309	35.34	-1,309	0	0.00	0	Bar Wine	0	0.00	23,200	35.34	-23,200	14,991	35.25	-14,991
0	0.00	3,703	100.00	-3,703	0	0.00	0	Total Bar Beverage	0	0.00	65,640	100.00	-65,640	42,524	100.00	-42,524
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	3,703	100.00	-3,703	0	0.00	0	Total Beverage Revenue	0	0.00	65,640	100.00	-65,640	42,524	100.00	-42,524

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

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Cost of Goods Sold																
0	0.00	398	10.74	-398	102	0.00	-102	Cost of Sales - Liquor	0	0.00	7,051	10.74	-7,051	3,370	7.92	-3,370
0	0.00	273	7.36	-273	124	0.00	-124	Cost of Sales - Beer	0	0.00	4,832	7.36	-4,832	3,326	7.82	-3,326
0	0.00	366	9.90	-366	-165	0.00	165	Cost of Sales - Wine	0	0.00	6,496	9.90	-6,496	5,046	11.87	-5,046
0	0.00	1,037	28.00	-1,037	60	0.00	-60	Total COGS- Beverage	0	0.00	18,379	28.00	-18,379	11,741	27.61	-11,741
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	0	0.00	2,000	3.05	-2,000	2,000	4.70	-2,000
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	2,000	3.05	-2,000	2,000	4.70	-2,000
0	0.00	1,037	28.00	-1,037	60	0.00	-60	Total Beverage Costs	0	0.00	20,379	31.05	-20,379	13,741	32.31	-13,741
0	0.00	2,666	72.00	-2,666	-60	0.00	60	Net Income- Beverage	0	0.00	45,261	68.95	-45,261	28,783	67.69	-28,783

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FOOD STATS																
0	0.00	0	0.00	0	631	0.82	-631	Restaurant Breakfast Covers	1,341	0.78	0	0.00	1,341	8,561	0.80	-7,220
0	0.00	0	0.00	0	136	0.18	-136	Restaurant Dinner Covers	374	0.22	0	0.00	374	2,088	0.20	-1,714
0	0.00	0	0.00	0	767	1.00	-767	Total Food Covers	1,715	1.00	0	0.00	1,715	10,649	1.00	-8,934

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TELECOM																
TELEPHONE REVENUES																
-1	0.00	0	0.00	-1	-6	0.00	5	Local	-1	0.00	0	0.00	-1	-774	0.00	774
0	0.00	100	0.00	-100	0	0.00	0	Long Distance	0	0.00	1,200	0.00	-1,200	1,120	0.00	-1,120
0	0.00	96	0.00	-96	76	0.00	-76	Internet Access Fees	1,397	0.00	1,698	0.00	-301	820	0.00	577
-1	0.00	196	0.00	-196	71	0.00	-72	Total Phone Revenues	1,396	0.00	2,898	0.00	-1,501	1,166	0.00	230
COS- Communication																
2,388	3.33	890	0.48	1,498	651	0.30	1,737	COS-Local	10,786	0.71	10,680	0.29	106	7,303	0.21	3,483
70	0.00	40	40.00	30	58	0.00	12	COS-Long Distance	661	0.00	480	40.00	181	935	83.49	-274
3,292	0.00	1,700	1,775.27	1,592	3,321	4,343.74	-28	COS-HSIA ISP	25,143	1,799.81	20,400	1,201.71	4,743	23,076	2,813.79	2,067
5,751	0.00	2,630	0.00	3,121	4,030	0.00	1,721	Total COS- Comm	36,589	0.00	31,560	0.00	5,029	31,314	0.00	5,275
-5,752	0.00	-2,434	0.00	-3,317	-3,959	0.00	-1,793	Gross Margin- Comm	-35,193	0.00	-28,662	0.00	-6,530	-30,148	0.00	-5,044
Operating Expenses																
100	0.00	100	0.00	0	300	0.00	-200	Equipment Cost	1,060	0.00	1,200	0.00	-140	1,731	0.00	-671
0	0.00	100	0.00	-100	0	0.00	0	Equipment Maintenance	465	0.00	1,200	0.00	-735	2,056	0.00	-1,592
100	0.00	200	0.00	-100	300	0.00	-200	Total Operating - Comm	1,525	0.00	2,400	0.00	-875	3,788	0.00	-2,263
5,852	0.00	2,634	0.00	3,217	4,259	0.00	1,593	N.I.- Comm Dept	36,717	0.00	31,062	0.00	5,655	33,936	0.00	2,781

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	125	4.12	-125	-3	-0.09		3 Laundry/Valet	874	2.38	2,255	4.43	-1,381	2,224	4.47	-1,350
0	0.00	80	2.63	-80	40	1.33		-40 Movie Income	400	1.09	960	1.88	-560	1,016	2.04	-617
125	4.39	60	1.98	65	64	2.13		61 Vending	931	2.53	720	1.41	211	860	1.73	71
545	19.20	120	3.95	425	1,125	37.53		-580 Pet Fees	7,384	20.07	4,150	8.14	3,234	4,945	9.93	2,439
0	0.00	0	0.00	0	0	0.00		0 Miscellaneous	22	0.06	0	0.00	22	137	0.28	-115
89	3.14	420	13.83	-331	94	3.14		-5 Late Cancellation Income	5,681	15.44	5,040	9.89	641	4,818	9.68	863
750	26.42	0	0.00	750	0	0.00		750 Smoking Fee	1,600	4.35	0	0.00	1,600	0	0.00	1,600
91	3.21	300	9.88	-209	0	0.00		91 Tax Discounts Earned	1,036	2.82	3,600	7.06	-2,564	2,837	5.70	-1,801
1,239	43.64	1,612	53.09	-373	1,677	55.96		-438 Market Sales	18,863	51.27	28,576	56.08	-9,713	28,367	56.99	-9,505
0	0.00	319	10.51	-319	0	0.00		0 Market Sales- Beer/Wine	0	0.00	5,659	11.10	-5,659	4,573	9.19	-4,573
2,838	100.00	3,036	100.00	-198	2,997	100.00		-159 Total Miscellaneous Revenues	36,791	100.00	50,960	100.00	-14,169	49,777	100.00	-12,986
COSales- Miscellaneous																
0	0.00	119	95.00	-119	0	0.00		0 COS-Laundry/Valet	844	96.54	2,142	95.00	-1,298	2,693	121.09	-1,849
0	0.00	72	2.37	-72	0	0.00		0 COS-Movies	324	0.88	864	1.70	-540	927	1.86	-604
953	76.95	806	50.00	147	1,834	109.33		-880 COS- Market	10,245	54.31	14,288	50.00	-4,043	20,463	72.14	-10,219
0	0.00	96	3.15	-96	0	0.00		0 COS- Market Beer/Wine	0	0.00	1,698	3.33	-1,698	0	0.00	0
953	33.58	1,092	35.98	-139	1,834	61.18		-880 Total COS- Miscellaneous	11,412	31.02	18,992	37.27	-7,579	24,083	48.38	-12,671
0	0.00	0	0.00	0	0	0.00		0 Banquet Room AV Rental	0	0.00	0	0.00	0	100	100.00	-100
0	0.00	0	0.00	0	0	0.00		0 Total Meeting Room Revenues	0	0.00	0	0.00	0	100	100.00	-100
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00		0 COS-Banquet Room F & B	0	0.00	0	0.00	0	30	29.97	-30
0	0.00	0	0.00	0	0	0.00		0 COS-Banquet Room AV	0	0.00	0	0.00	0	579	579.21	-579
1,885	66.42	1,944	64.02	-59	1,164	38.82		721 Total Miscellaneous Profit	25,379	68.98	31,968	62.73	-6,589	25,185	50.59	194

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
7,471	10.41	8,048	4.34	-577	6,587	3.08		885 General Manager	87,514	5.79	95,017	2.58	-7,503	90,774	2.60	-3,259
0	0.00	4,024	2.17	-4,024	3,500	1.64		-3,500 Assistant General Manager	15,756	1.04	46,935	1.27	-31,179	33,287	0.95	-17,532
643	0.90	1,026	0.55	-383	974	0.45		-331 Payroll Taxes	8,441	0.56	12,406	0.34	-3,965	11,049	0.32	-2,608
1,570	2.19	1,054	0.57	516	742	0.35		828 Employee Benefits	15,006	0.99	12,648	0.34	2,358	9,391	0.27	5,615
-2,096	-2.92	0	0.00	-2,096	0	0.00		-2,096 Vacation /PTO	10,133	0.67	0	0.00	10,133	1,229	0.04	8,903
729	1.02	0	0.00	729	1,061	0.50		-332 Holiday	3,009	0.20	0	0.00	3,009	2,654	0.08	355
0	0.00	0	0.00	0	0	0.00		0 Bonus/Incentive Pay	2,254	0.15	4,000	0.11	-1,746	4,210	0.12	-1,956
8,318	11.59	14,152	7.64	-5,834	12,865	6.01		-4,547 Total P/R & R/B- A&G	142,113	9.41	171,006	4.64	-28,893	152,593	4.37	-10,480
Operating Expenses- A&G																
369	0.51	2,350	1.27	-1,981	1,887	0.88		-1,518 Employee Relations	1,484	0.10	6,550	0.18	-5,066	5,779	0.17	-4,295
4,000	5.57	2,000	1.08	2,000	2,000	0.93		2,000 Accounting Fees	26,000	1.72	24,000	0.65	2,000	24,000	0.69	2,000
1,079	1.50	800	0.43	279	858	0.40		221 Data Processing	12,781	0.85	10,975	0.30	1,806	9,418	0.27	3,363
122	0.17	351	0.19	-229	465	0.22		-343 Office Supplies	2,911	0.19	6,224	0.17	-3,314	9,296	0.27	-6,385
44	0.06	55	0.03	-11	44	0.02		0 Muzak	462	0.03	660	0.02	-198	584	0.02	-123
0	0.00	300	0.16	-300	538	0.25		-538 Travel & Lodging	3,040	0.20	11,600	0.31	-8,560	8,249	0.24	-5,209
0	0.00	0	0.00	0	0	0.00		0 Meals and Entertainment	174	0.01	0	0.00	174	228	0.01	-55
0	0.00	75	0.04	-75	75	0.04		-75 Telephone	188	0.01	900	0.02	-712	575	0.02	-387
0	0.00	0	0.00	0	0	0.00		0 Licenses and Permits	2,469	0.16	1,910	0.05	559	2,321	0.07	148
83	0.12	48	0.03	35	88	0.04		-5 Postage	594	0.04	849	0.02	-255	1,348	0.04	-754
0	0.00	0	0.00	0	0	0.00		0 Recruitment	1,061	0.07	750	0.02	311	1,339	0.04	-278
47	0.07	200	0.11	-153	373	0.17		-325 Employment Screening/ Drug Testing	1,082	0.07	700	0.02	382	2,140	0.06	-1,058
0	0.00	0	0.00	0	567	0.26		-567 Training	3,216	0.21	6,435	0.17	-3,219	5,302	0.15	-2,086
0	0.00	0	0.00	0	0	0.00		0 Loss & Damage	0	0.00	0	0.00	0	35	0.00	-35
0	0.00	0	0.00	0	0	0.00		0 Security Service	0	0.00	0	0.00	0	164	0.00	-164
150	0.21	150	0.08	0	150	0.07		0 Dues/Subscriptions	1,985	0.13	3,400	0.09	-1,415	3,442	0.10	-1,456
2,112	2.94	4,564	2.46	-2,453	5,073	2.37		-2,961 Credit Card Commissions	32,301	2.14	90,789	2.46	-58,488	89,450	2.56	-57,149
0	0.00	0	0.00	0	-145	-0.07		145 Cash Over/Short	1,190	0.08	0	0.00	1,190	-1,845	-0.05	3,035
289	0.40	350	0.19	-61	679	0.32		-390 Payroll Services	5,103	0.34	6,340	0.17	-1,237	7,021	0.20	-1,918
566	0.79	780	0.42	-214	856	0.40		-290 Bank Charges	8,679	0.57	9,490	0.26	-811	10,269	0.29	-1,590
-357	-0.50	0	0.00	-357	-2,883	-1.35		2,526 Chargebacks	2,467	0.16	0	0.00	2,467	336	0.01	2,130
2,128	2.96	1,556	0.84	572	2,824	1.32		-697 Workers Comp Insurance	17,768	1.18	20,374	0.55	-2,606	21,119	0.60	-3,351
10,631	14.81	13,579	7.33	-2,948	13,447	6.28		-2,816 Total Operating- A&G	124,953	8.27	201,946	5.48	-76,993	200,570	5.74	-75,617
18,949	26.40	27,732	14.96	-8,783	26,312	12.29		-7,363 Total Expenses- A&G	267,066	17.68	372,952	10.11	-105,886	353,163	10.10	-86,097

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SALES DEPARTMENT																
SALES																
P/R & R/B																
3,797	5.29	4,811	2.60	-1,014	3,778	1.76		20 Director of Sales	9,267	0.61	56,391	1.53	-47,124	45,896	1.31	-36,629
0	0.00	0	0.00	0	0	0.00		0 Sales Manager	13,697	0.91	0	0.00	13,697	378	0.01	13,319
391	0.55	993	0.54	-602	774	0.36		-383 Revenue Management	5,967	0.40	11,916	0.32	-5,949	9,810	0.28	-3,842
0	0.00	172	0.09	-172	0	0.00		0 E Commerce Management	516	0.03	2,066	0.06	-1,549	0	0.00	516
1,386	1.93	1,489	0.80	-103	1,557	0.73		-171 Sales Coordinator	17,376	1.15	17,580	0.48	-204	16,672	0.48	704
562	0.78	403	0.22	159	594	0.28		-32 Payroll Taxes	4,653	0.31	4,837	0.13	-184	5,030	0.14	-377
-103	-0.14	359	0.19	-462	0	0.00		-103 Employee Benefits	885	0.06	4,308	0.12	-3,423	3,977	0.11	-3,092
-131	-0.18	0	0.00	-131	0	0.00		-131 Vacation / PTO	2,584	0.17	0	0.00	2,584	540	0.02	2,044
0	0.00	0	0.00	0	663	0.31		-663 Holiday	798	0.05	0	0.00	798	1,538	0.04	-740
0	0.00	0	0.00	0	0	0.00		0 Bonus/Incentive Pay	214	0.01	1,600	0.04	-1,386	271	0.01	-57
5,903	8.22	8,227	4.44	-2,325	7,365	3.44		-1,462 Total P/R & R/B- Sales	55,957	3.70	98,697	2.68	-42,741	84,112	2.41	-28,155
Operating Expenses- Sales																
0	0.00	10	0.01	-10	0	0.00		0 Printing & Stationary	85	0.01	120	0.00	-35	0	0.00	85
130	0.18	15	0.01	115	0	0.00		130 Office Supplies	194	0.01	180	0.00	14	104	0.00	90
0	0.00	100	0.05	-100	42	0.02		-42 Travel & Lodging	1,205	0.08	2,750	0.07	-1,545	7,011	0.20	-5,806
0	0.00	50	0.03	-50	0	0.00		0 Meals & Entertainment	278	0.02	600	0.02	-322	1,136	0.03	-858
48	0.07	200	0.11	-152	1,343	0.63		-1,296 Promotions	1,722	0.11	2,400	0.07	-678	3,377	0.10	-1,655
0	0.00	50	0.03	-50	0	0.00		0 Telephone	0	0.00	600	0.02	-600	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Sales Training	302	0.02	3,250	0.09	-2,948	325	0.01	-22
1,455	2.03	0	0.00	1,455	0	0.00		1,455 Dues & Subscriptions	3,331	0.22	7,776	0.21	-4,445	5,419	0.16	-2,088
0	0.00	0	0.00	0	0	0.00		0 Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	250	0.13	-250	310	0.14		-310 e Commerce Costs	1,075	0.07	3,000	0.08	-1,925	2,295	0.07	-1,220
400	0.56	560	0.30	-160	165	0.08		235 Brand Paid Search	4,268	0.28	6,720	0.18	-2,452	5,692	0.16	-1,423
0	0.00	0	0.00	0	0	0.00		0 Collateral	0	0.00	450	0.01	-450	0	0.00	0
2,032	2.83	1,235	0.67	797	1,861	0.87		172 Total Operating- Sales	12,461	0.83	27,846	0.76	-15,385	25,380	0.73	-12,919
7,935	11.06	9,462	5.11	-1,528	9,225	4.31		-1,290 Total Expenses-Sales	68,418	4.53	126,543	3.43	-58,125	109,492	3.13	-41,074

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
4,306	4.81	4,899	3.07	-593	3,914	2.08		392 Chief Engineer	50,124	3.25	57,139	2.02	-7,015	39,195	1.43	10,928
2,103	2.35	2,478	1.55	-375	2,303	1.23		-199 General Maintenance	20,003	1.30	29,256	1.03	-9,253	30,167	1.10	-10,165
562	0.63	647	0.41	-85	681	0.36		-118 Payroll Taxes	6,366	0.41	7,415	0.26	-1,049	6,997	0.26	-632
609	0.68	101	0.06	508	581	0.31		27 Employee Benefits	6,805	0.44	1,212	0.04	5,593	3,442	0.13	3,363
672	0.75	240	0.15	432	663	0.35		9 Holiday	2,146	0.14	840	0.03	1,306	1,467	0.05	680
-950	-1.06	0	0.00	-950	0	0.00		-950 Vacation /PTO	5,990	0.39	0	0.00	5,990	2,227	0.08	3,762
0	0.00	0	0.00	0	0	0.00		0 Bonus/Incentive Pay	0	0.00	0	0.00	0	150	0.01	-150
0	0.00	0	0.00	0	0	0.00		0 Contract Labor	0	0.00	0	0.00	0	4,197	0.15	-4,197
7,302	8.16	8,365	5.24	-1,063	8,142	4.33		-840 Total P/R & Related Expenses- Maintenance	91,433	5.93	95,862	3.39	-4,429	87,843	3.20	3,590
Operating Expenses- R & M																
0	0.00	325	0.20	-325	-1,765	-0.94		1,765 Auto Expense	495	0.03	3,900	0.14	-3,405	2,174	0.08	-1,679
0	0.00	64	0.04	-64	556	0.30		-556 Laundry Equipment	736	0.05	1,132	0.04	-396	2,378	0.09	-1,642
13	0.01	255	0.16	-242	1,762	0.94		-1,749 Building Maintenance	1,374	0.09	4,527	0.16	-3,153	5,202	0.19	-3,828
0	0.00	0	0.00	0	0	0.00		0 Office Equipment	194	0.01	0	0.00	194	0	0.00	194
179	0.20	80	0.05	99	301	0.16		-122 Light Bulbs	1,639	0.11	1,415	0.05	225	1,263	0.05	376
145	0.16	287	0.18	-143	2,597	1.38		-2,452 Electrical & Mechanical	2,707	0.18	5,093	0.18	-2,386	8,572	0.31	-5,866
0	0.00	319	0.20	-319	1,624	0.86		-1,624 HVAC	1,961	0.13	5,659	0.20	-3,698	7,970	0.29	-6,009
54	0.06	527	0.33	-473	2,379	1.27		-2,325 Plumbing & Boiler	2,495	0.16	9,337	0.33	-6,842	14,201	0.52	-11,706
771	0.86	650	0.41	121	2,064	1.10		-1,293 Pool	7,161	0.46	7,800	0.28	-639	11,478	0.42	-4,316
1,560	1.74	1,500	0.94	60	3,854	2.05		-2,294 Grounds & Landscaping	7,942	0.51	17,850	0.63	-9,908	20,652	0.75	-12,710
0	0.00	16	0.01	-16	52	0.03		-52 Signage	91	0.01	283	0.01	-192	355	0.01	-264
0	0.00	319	0.20	-319	765	0.41		-765 Furniture & Fixtures	2,882	0.19	5,659	0.20	-2,776	4,360	0.16	-1,478
0	0.00	64	0.04	-64	337	0.18		-337 Painting	80	0.01	1,132	0.04	-1,052	708	0.03	-628
0	0.00	50	0.03	-50	600	0.32		-600 Carpet & Floor	945	0.06	4,450	0.16	-3,505	3,498	0.13	-2,553
0	0.00	0	0.00	0	0	0.00		0 Training	0	0.00	0	0.00	0	325	0.01	-325
0	0.00	25	0.02	-25	0	0.00		0 Telephone	8	0.00	300	0.01	-292	0	0.00	8
0	0.00	125	0.08	-125	863	0.46		-863 Kitchen Equipment	0	0.00	1,500	0.05	-1,500	2,687	0.10	-2,687
0	0.00	48	0.03	-48	0	0.00		0 Locks & Keys	1,711	0.11	849	0.03	863	1,377	0.05	334
0	0.00	0	0.00	0	0	0.00		0 Radio & TV	79	0.01	600	0.02	-521	25	0.00	54
0	0.00	192	0.12	-192	125	0.07		-125 Exterminating	948	0.06	2,304	0.08	-1,356	2,506	0.09	-1,558
0	0.00	0	0.00	0	0	0.00		0 License & Permits	463	0.03	0	0.00	463	570	0.02	-107
1,936	2.16	100	0.06	1,836	1,337	0.71		599 Fire & Safety	11,743	0.76	5,825	0.21	5,918	9,919	0.36	1,824
0	0.00	350	0.22	-350	2,022	1.08		-2,022 Elevator	6,817	0.44	7,700	0.27	-883	8,226	0.30	-1,410
4,658	5.20	5,296	3.32	-638	19,473	10.36		-14,815 Total Operating - R & M	52,473	3.40	87,312	3.09	-34,840	108,447	3.95	-55,974
11,960	13.36	13,661	8.56	-1,701	27,615	14.70		-15,654 Total Expenses- R & M	143,906	9.33	183,174	6.47	-39,269	196,289	7.15	-52,384

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
6,950	7.77	9,976	6.25	-3,026	11,667	6.21	-4,717	Electricity	86,091	5.58	108,287	3.83	-22,196	105,654	3.85	-19,563
415	0.46	1,018	0.64	-603	772	0.41	-358	Gas	6,045	0.39	10,620	0.38	-4,575	9,212	0.34	-3,166
-366	-0.41	1,630	1.02	-1,996	1,716	0.91	-2,082	Water & Sewer	13,659	0.89	22,834	0.81	-9,175	25,038	0.91	-11,379
191	0.21	325	0.20	-134	359	0.19	-168	Waste Removal	3,196	0.21	3,900	0.14	-704	4,496	0.16	-1,300
7,190	8.03	12,949	8.11	-5,759	14,514	7.72	-7,324	Total Expenses- Utilities	108,991	7.06	145,641	5.15	-36,650	144,400	5.26	-35,409

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Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
6,422	9.29	9,183	5.50	-2,761	11,092	5.53	-4,670	Franchise Fees/ Royalties	80,411	5.56	185,933	5.51	-105,522	177,468	5.51	-97,057
5,023	7.27	7,348	4.40	-2,325	9,662	4.82	-4,639	Advertising	79,430	5.49	148,629	4.40	-69,199	143,388	4.45	-63,958
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	2,968	0.09	-2,968
19,279	27.89	3,032	1.82	16,247	5,115	2.55	14,164	Frequent Traveler	48,313	3.34	53,757	1.59	-5,444	55,880	1.74	-7,567
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	119	0.01	0	0.00	119	113	0.00	6
103	0.15	0	0.00	103	0	0.00	103	Other Franchise Cost	1,186	0.08	0	0.00	1,186	0	0.00	1,186
30,828	44.59	19,563	11.73	11,264	25,870	12.90	4,958	Total Franchise Fees Expense	209,459	14.47	388,319	11.50	-178,860	379,817	11.80	-170,358

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Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,235	3.11	4,639	2.50	-2,404	5,369	2.51	-3,134	Management Fees	37,760	2.50	92,265	2.50	-54,505	87,408	2.50	-49,648
14,897	20.76	0	0.00	14,897	0	0.00	14,897	Management Fees- Owner	30,129	1.99	0	0.00	30,129	0	0.00	30,129
17,132	23.87	4,639	2.50	12,493	5,369	2.51	11,763	Total Management Fees Expense	67,889	4.49	92,265	2.50	-24,376	87,408	2.50	-19,519

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

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FIXED EXPENSES																
18,263	25.44	18,263	9.85	0	17,861	8.34	402	Ground Lease	217,946	14.43	217,544	5.90	402	212,757	6.09	5,189
14,989	20.88	7,422	4.00	7,567	-151,039	-70.55	166,028	FF & E Reserve	179,871	11.91	147,624	4.00	32,247	0	0.00	179,871
892	1.24	870	0.47	22	870	0.41	22	Van Lease	8,069	0.53	10,440	0.28	-2,371	6,440	0.18	1,629
16,527	23.03	15,497	8.36	1,030	10,575	4.94	5,952	Real Estate Tax	180,000	11.92	185,968	5.04	-5,968	173,212	4.96	6,788
5,596	7.80	4,827	2.60	769	4,611	2.15	985	Insurance	59,653	3.95	57,939	1.57	1,714	55,446	1.59	4,207
56,267	78.39	46,879	25.29	9,388	-117,122	-54.71	173,389	TOTAL FIXED EXPENSES	645,539	42.74	619,515	16.80	26,024	447,854	12.81	197,684

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

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TOTAL OTHER																
3,750	5.22	0	0.00	3,750	350	0.16	3,400	Owners Expense	17,862	1.18	0	0.00	17,862	13,960	0.40	3,902
26,808	37.35	0	0.00	26,808	41,624	19.44	-14,816	Depreciation	321,696	21.30	0	0.00	321,696	336,512	9.63	-14,816
3,334	4.65	0	0.00	3,334	6,599	3.08	-3,265	Amortization Expense	40,008	2.65	0	0.00	40,008	43,273	1.24	-3,265
36,500	50.85	37,228	20.08	-728	37,229	17.39	-729	Interest Expense	439,964	29.13	446,731	12.11	-6,767	449,677	12.86	-9,712
0	0.00	0	0.00	0	0	0.00	0	Insurance Claim Proceeds	0	0.00	0	0.00	0	2,531	0.07	-2,531
11,366	15.84	1,855	1.00	9,511	2,148	1.00	9,218	Asset Management Fee	15,104	1.00	36,906	1.00	-21,802	34,964	1.00	-19,860
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-286	-0.02	0	0.00	-286	0	0.00	-286
0	0.00	0	0.00	0	-32,262	-15.07	32,262	Extraordinary Expenses	27,031	1.79	0	0.00	27,031	0	0.00	27,031
0	0.00	0	0.00	0	-3,604	-1.68	3,604	GB 1 YE AJE	0	0.00	0	0.00	0	-3,604	-0.10	3,604
0	0.00	0	0.00	0	71,075	33.20	-71,075	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	71,075	2.03	-71,075
81,758	113.91	39,083	21.09	42,675	123,159	57.53	-41,401	Total Other	861,379	57.03	483,637	13.11	377,742	948,387	27.13	-87,008

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House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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SUMMARY																
6,107		6,107		0	6,107		0	Total Rooms Available	72,102		72,102		0	71,905		197
1,041		2,153		-1,112	2,414		-1,373	Total Rooms Sold	16,063		32,032		-15,969	32,030		-15,967
17.05%		35.25%		-18.21%	39.53%		-22.48%	Occupancy %	22.28%		44.43%		-22.15%	44.54%		-22.27%
67.71		89.59		-21.88	77.49		-9.78	Average Rate	78.11		96.66		-18.55	93.31		-15.20
11.54		31.59		-20.04	30.63		-19.09	REVPAR	17.40		42.94		-25.54	41.57		-24.16
REVENUES																
70,491	93.17	192,890	89.02	-122,399	187,062	90.27	-116,571	ROOMS	1,254,743	92.26	3,096,206	89.85	-1,841,463	2,988,778	90.10	-1,734,034
507	0.67	14,818	6.84	-14,312	11,957	5.77	-11,451	FOOD	44,079	3.24	216,937	6.30	-172,858	200,513	6.04	-156,435
0	0.00	4,823	2.23	-4,823	3,571	1.72	-3,571	BEVERAGE	16,811	1.24	71,752	2.08	-54,940	66,079	1.99	-49,268
4,658	6.16	4,154	1.92	504	4,643	2.24	15	MISCELLANEOUS	44,427	3.27	60,937	1.77	-16,511	61,712	1.86	-17,285
75,656	100.00	216,685	100.00	-141,029	207,233	100.00	-131,577	TOTAL REVENUES	1,360,060	100.00	3,445,832	100.00	-2,085,772	3,317,082	100.00	-1,957,022
DEPARTMENT EXPENSES																
29,071	41.24	56,705	29.40	-27,634	57,746	30.87	-28,675	ROOMS EXPENSE	434,780	34.65	739,293	23.88	-304,513	724,424	24.24	-289,643
126	24.78	21,963	148.22	-21,838	22,273	186.27	-22,148	FOOD EXPENSE	52,116	118.23	268,871	123.94	-216,755	256,366	127.85	-204,250
0	0.00	1,542	31.96	-1,542	1,034	28.95	-1,034	BEVERAGE EXPENSE	6,942	41.30	23,950	33.38	-17,007	26,119	39.53	-19,177
1,061	22.77	1,518	36.54	-457	1,100	23.70	-40	MISCELLANEOUS EXPENSE	9,201	20.71	22,583	37.06	-13,382	18,873	30.58	-9,672
30,257	39.99	81,728	37.72	-51,471	82,153	39.64	-51,896	TOTAL DEPARTMENTAL EXPENSES	503,040	36.99	1,054,697	30.61	-551,657	1,025,782	30.92	-522,742
DEPARTMENTAL PROFIT																
41,420	58.76	136,185	70.60	-94,765	129,316	69.13	-87,896	ROOMS PROFIT	819,963	65.35	2,356,913	76.12	-1,536,950	2,264,354	75.76	-1,444,391
381	75.22	-7,145	-48.22	7,526	-10,316	-86.27	10,697	FOOD PROFIT	-8,037	-18.23	-51,934	-23.94	43,897	-55,853	-27.85	47,815
0	0.00	3,281	68.04	-3,281	2,537	71.05	-2,537	BEVERAGE PROFIT	9,869	58.70	47,802	66.62	-37,933	39,960	60.47	-30,091
3,598	77.23	2,636	63.46	962	3,543	76.30	55	MISCELLANEOUS PROFIT	35,226	79.29	38,355	62.94	-3,129	42,838	69.42	-7,613
45,399	60.01	134,957	62.28	-89,559	125,080	60.36	-79,681	TOTAL DEPARTMENTAL PROFIT	857,020	63.01	2,391,136	69.39	-1,534,116	2,291,300	69.08	-1,434,280
12,932	17.09	37,680	17.39	-24,748	39,581	19.10	-26,649	A & G EXPENSE	281,660	20.71	442,960	12.85	-161,300	447,385	13.49	-165,725
2,646	3.50	2,636	1.22	10	2,589	1.25	57	TELECOM	32,818	2.41	31,258	0.91	1,560	37,519	1.13	-4,700
6,848	9.05	13,311	6.14	-6,464	13,438	6.48	-6,591	SALES & MARKETING EXPENSES	67,597	4.97	172,052	4.99	-104,455	156,326	4.71	-88,729
4,438	5.87	24,725	11.41	-20,286	25,216	12.17	-20,778	FRANCHISE FEES	176,587	12.98	391,713	11.37	-215,126	378,426	11.41	-201,839
5,811	7.68	20,928	9.66	-15,117	21,501	10.38	-15,690	MAINTENANCE EXPENSES	144,775	10.64	257,860	7.48	-113,085	258,016	7.78	-113,241
7,832	10.35	12,929	5.97	-5,097	11,392	5.50	-3,560	UTILITIES EXPENSE	157,889	11.61	178,673	5.19	-20,784	167,161	5.04	-9,272
40,507	53.54	112,209	51.78	-71,702	113,717	54.87	-73,211	TOTAL ADMIN EXPENSES	861,327	63.33	1,474,517	42.79	-613,190	1,444,832	43.56	-583,505
4,892	6.47	22,749	10.50	-17,857	11,363	5.48	-6,471	HOUSE PROFIT	-4,307	-0.32	916,619	26.60	-920,926	846,468	25.52	-850,775
FIXED EXPENSES																
15,652	20.69	5,421	2.50	10,231	5,181	2.50	10,471	MANAGEMENT FEES	62,972	4.63	86,201	2.50	-23,229	82,907	2.50	-19,935
87,743	115.98	86,042	39.71	1,701	-142,700	-68.86	230,443	FIXED EXPENSES	1,038,931	76.39	1,060,585	30.78	-21,654	854,992	25.78	183,939

-98,503	-130.20	-68,714	-31.71	-29,789	148,882	71.84	-247,385	NET OPERATING INCOME	-1,106,210	-81.34	-230,167	-6.68	-876,043	-91,432	-2.76	-1,014,779
146,350	193.44	38,930	17.97	107,420	133,380	64.36	12,970	Other	1,682,046	123.67	474,657	13.77	1,207,389	1,746,754	52.66	-64,708
-244,853	-323.64	-107,645	-49.68	-137,208	15,502	7.48	-260,355	N.I. after Other	-2,788,256	-205.01	-704,824	-20.45	-2,083,432	-1,838,186	-55.42	-950,071
-148,610		-107,645		-40,965	107,897		-256,507	Cash before Depreciation/Amortization	-1,633,340		-704,824		-928,516	-687,118		-946,223

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

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ROOMS DEPARTMENT																
ROOMS REVENUE																
38,131	54.09	91,280	47.32	-53,149	111,239	59.47	-73,108	Rack/ Premium	709,926	56.58	1,694,615	54.73	-984,689	1,768,556	59.17	-1,058,630
19,913	28.25	58,660	30.41	-38,747	47,097	25.18	-27,184	Discounts - Other	299,218	23.85	795,559	25.69	-496,341	760,941	25.46	-461,723
244	0.35	2,691	1.40	-2,447	3,434	1.84	-3,190	Government	11,412	0.91	46,289	1.50	-34,877	45,699	1.53	-34,287
8,779	12.45	25,538	13.24	-16,759	17,213	9.20	-8,434	Locally Negotiated Rate	159,293	12.70	362,829	11.72	-203,536	266,243	8.91	-106,950
0	0.00	0	0.00	0	-7	0.00	7	Allowances	-749	-0.06	0	0.00	-749	-2,278	-0.08	1,529
2,250	3.19	2,430	1.26	-180	2,260	1.21	-10	Redemption Revenue	18,616	1.48	23,202	0.75	-4,586	22,657	0.76	-4,041
69,317	98.33	180,599	93.63	-111,282	181,236	96.89	-111,919	Total Transient Revenue	1,197,716	95.46	2,922,494	94.39	-1,724,778	2,861,818	95.75	-1,664,102
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
621	0.88	12,291	6.37	-11,670	3,638	1.94	-3,017	Group- Corporate	49,910	3.98	173,712	5.61	-123,802	96,664	3.23	-46,754
621	0.88	12,291	6.37	-11,670	3,638	1.94	-3,017	Total Group Revenue	49,910	3.98	173,712	5.61	-123,802	96,664	3.23	-46,754
553	0.78	0	0.00	553	2,188	1.17	-1,635	Guaranteed No-Show	7,117	0.57	0	0.00	7,117	30,295	1.01	-23,178
70,491	100.00	192,890	100.00	-122,399	187,062	100.00	-116,571	Total Rooms Revenue	1,254,743	100.00	3,096,206	100.00	-1,841,463	2,988,778	100.00	-1,734,034
ROOM STATISTICS																
495	48	926	43	-431	1,303	54	-808	Rack/ Premium Rooms	8,158	51	15,693	49	-7,535	17,281	54	-9,123
420	40	797	37	-377	857	36	-437	Discounts - Other Rooms	5,279	33	10,427	33	-5,148	10,729	33	-5,450
2	0	22	1	-20	20	1	-18	Government Rooms	80	0	367	1	-287	357	1	-277
115	11	258	12	-143	184	8	-69	Locally Negotiated Corporate Rooms	1,904	12	3,592	11	-1,688	2,612	8	-708
1,032	99	2,002	93	-970	2,364	98	-1,332	Total Transient Stats	15,421	96	30,079	94	-14,658	30,979	97	-15,558
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
9	1	151	7	-142	50	2	-41	Group- Corporate Rooms	642	4	1,953	6	-1,311	1,051	3	-409
9	1	151	7	-142	50	2	-41	Total Group Stats	642	4	1,953	6	-1,311	1,051	3	-409
1,041	100	2,153	100	-1,112	2,414	100	-1,373	TOTAL ROOM STATISTICS	16,063	100	32,032	100	-15,969	32,030	100	-15,967
Other Room Stats																
2	0	0	0	2	5	0	-3	Comp Rooms	36	0	0	0	36	133	0	-97
8	1	0	0	8	22	1	-14	GNS Stats	138	1	0	0	138	233	1	-95
2,610	251	0	0	2,610	713	30	1,897	Out of Order Rooms	35,667	222	0	0	35,667	9,268	29	26,399
1,351	130	0	0	1,351	3,204	133	-1,853	# of Guests	20,522	128	0	0	20,522	40,805	127	-20,283

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
77.03		98.60		-21.56	85.37		-8.34	Rack/Premium ADR	87.02		107.98		-20.96	102.34		-15.32
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
47.41		73.64		-26.23	54.96		-7.54	Discount ADR	56.68		76.30		-19.62	70.92		-14.24
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
122.00		125.00		-3.00	171.71		-49.71	Government ADR	142.65		126.08		16.57	128.01		14.64
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
76.34		98.85		-22.51	93.55		-17.21	Local Negotiated ADR	83.66		101.02		-17.35	101.93		-18.27
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
67.17		90.20		-23.03	76.67		-9.50	Total Transient ADR	77.67		97.16		-19.49	92.38		-14.71
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
69.00		81.56		-12.56	72.77		-3.77	Group - Corporate ADR	77.74		88.95		-11.21	91.97		-14.23
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
69.00		81.56		-12.56	72.77		-3.77	Total Group ADR	77.74		88.95		-11.21	91.97		-14.23

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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Payroll & Related Expense																
2,397	2.30	4,069	1.89	-1,672	4,840	2.01	-2,443	FD/ Guest Service Reps	23,589	1.47	60,540	1.89	-36,951	59,181	1.85	-35,592
2,417	2.32	2,415	1.12	2	3,051	1.26	-634	FD/Supervisor	27,324	1.70	28,506	0.89	-1,182	22,344	0.70	4,981
5,262	5.05	5,602	2.60	-340	4,646	1.92	616	Executive Housekeeper	59,884	3.73	65,040	2.03	-5,156	58,520	1.83	1,364
1,438	1.38	2,234	1.04	-796	2,315	0.96	-878	Asst Exec Housekeeper/ Inspectress	12,902	0.80	26,332	0.82	-13,430	28,071	0.88	-15,169
3,511	3.37	9,267	4.30	-5,756	10,338	4.28	-6,828	Housekeepers	55,552	3.46	137,872	4.30	-82,320	128,206	4.00	-72,654
1,281	1.23	3,879	1.80	-2,598	3,983	1.65	-2,701	Housemen	24,321	1.51	45,809	1.43	-21,488	47,889	1.50	-23,569
498	0.48	2,011	0.93	-1,513	2,190	0.91	-1,692	Laundry	9,453	0.59	29,923	0.93	-20,470	28,787	0.90	-19,334
2,634	2.53	3,096	1.44	-462	2,787	1.15	-152	Night Audit	35,383	2.20	36,541	1.14	-1,158	36,524	1.14	-1,141
1,697	1.63	2,834	1.32	-1,137	3,062	1.27	-1,365	Payroll Taxes	21,004	1.31	35,397	1.11	-14,393	34,572	1.08	-13,568
2,667	2.56	1,527	0.71	1,140	807	0.33	1,860	Employee Benefits	18,731	1.17	18,324	0.57	407	14,685	0.46	4,047
-3,678	-3.53	700	0.33	-4,378	1,098	0.45	-4,777	Vacation /PTO	26,658	1.66	8,400	0.26	18,258	7,832	0.24	18,826
1,794	1.72	2,600	1.21	-806	2,868	1.19	-1,074	Holiday	6,643	0.41	9,100	0.28	-2,457	9,950	0.31	-3,306
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	352	0.02	0	0.00	352	1,275	0.04	-923
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	0	0.00	0	0.00	0	8,279	0.26	-8,279
21,918	21.06	40,234	18.69	-18,316	41,986	17.39	-20,067	Total P/R & R/Benefits- Rooms	321,796	20.03	501,784	15.67	-179,988	486,115	15.18	-164,319
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	129	0.06	-129	104	0.04	-104	Newspapers	401	0.02	1,922	0.06	-1,521	1,785	0.06	-1,384
0	0.00	3,079	1.43	-3,079	790	0.33	-790	Rooms- Promotion	6,113	0.38	45,806	1.43	-39,693	41,439	1.29	-35,326
0	0.00	0	0.00	0	0	0.00	0	Guest Transportation	0	0.00	0	0.00	0	198	0.01	-198
697	0.67	151	0.07	546	205	0.08	492	Laundry Supplies	2,638	0.16	2,242	0.07	396	2,504	0.08	135
346	0.33	1,184	0.55	-838	1,292	0.54	-947	Linen Supplies	3,170	0.20	17,618	0.55	-14,448	17,218	0.54	-14,049
3,347	3.21	3,491	1.62	-144	3,363	1.39	-16	Cable TV	38,664	2.41	41,892	1.31	-3,228	42,599	1.33	-3,934
493	0.47	493	0.23	-1	493	0.20	0	HSIA Support	7,999	0.50	5,916	0.18	2,083	5,953	0.19	2,046
423	0.41	1,184	0.55	-761	978	0.40	-555	Reservations Expense	5,457	0.34	17,618	0.55	-12,161	16,859	0.53	-11,402
536	0.51	2,153	1.00	-1,617	2,422	1.00	-1,886	Guest Room Supplies	12,446	0.77	35,946	1.12	-23,500	30,626	0.96	-18,181
199	0.19	581	0.27	-382	659	0.27	-460	Cleaning Supplies	2,454	0.15	8,649	0.27	-6,195	7,706	0.24	-5,252
201	0.19	366	0.17	-165	682	0.28	-480	Ecolab Core Supplies	3,857	0.24	5,447	0.17	-1,590	6,839	0.21	-2,982
890	0.86	3,445	1.60	-2,555	4,567	1.89	-3,676	Travel Agents Commission	26,199	1.63	51,251	1.60	-25,052	61,630	1.92	-35,430
0	0.00	215	0.10	-215	207	0.09	-207	Uniforms	372	0.02	3,203	0.10	-2,831	2,953	0.09	-2,581
22	0.02	0	0.00	22	0	0.00	22	COVID 19 Supplies	3,214	0.20	0	0.00	3,214	0	0.00	3,214
7,153	6.87	16,471	7.65	-9,319	15,760	6.53	-8,607	Total Operating - Rooms	112,984	7.03	237,509	7.41	-124,525	238,308	7.44	-125,324
29,071	27.93	56,705	26.34	-27,634	57,746	23.92	-28,675	Total Expenses- Rooms	434,780	27.07	739,293	23.08	-304,513	724,424	22.62	-289,643
41,420	39.79	136,185	63.25	-94,765	129,316	53.57	-87,896	Net Income- Rooms	819,963	51.05	2,356,913	73.58	-1,536,950	2,264,354	70.69	-1,444,391

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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Food & Beverage Summary																
17	3.30	12,746	64.89	-12,729	10,964	70.61	-10,947	Total Food Sales	39,154	64.30	189,629	65.69	-150,475	178,363	66.90	-139,209
0	0.00	4,823	24.55	-4,823	3,571	22.99	-3,571	Total Beverage Sales	16,811	27.61	71,752	24.85	-54,940	66,079	24.79	-49,268
0	0.00	100	0.51	-100	0	0.00	0	Total Banquet A/V	38	0.06	1,200	0.42	-1,163	225	0.08	-188
490	96.70	1,973	10.04	-1,483	994	6.40	-504	Total Banquet Misc	4,887	8.03	26,108	9.04	-21,221	21,925	8.22	-17,038
507	100.00	19,641	100.00	-19,134	15,528	100.00	-15,021	Total F & B Sales	60,890	100.00	288,689	100.00	-227,799	266,593	100.00	-205,703
14	83.83	4,716	37.00	-4,702	9,304	84.86	-9,290	Food Cost	18,911	48.30	70,163	37.00	-51,252	74,421	41.72	-55,510
0	0.00	1,356	28.11	-1,356	1,034	28.95	-1,034	Beverage Costs	6,172	36.72	20,168	28.11	-13,995	23,826	36.06	-17,654
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
14	2.76	6,071	30.91	-6,057	10,338	66.57	-10,324	Total F & B Costs	25,084	41.20	90,331	31.29	-65,247	98,247	36.85	-73,163
0	0.00	12,821	100.59	-12,821	7,746	70.65	-7,746	Food Wages	23,295	59.49	153,988	81.20	-130,693	132,221	74.13	-108,926
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	12,821	72.98	-12,821	7,746	53.29	-7,746	Total F & B Wages	23,295	41.62	153,988	58.91	-130,693	132,221	54.09	-108,926
0	0.00	2,471	14.07	-2,471	2,134	14.68	-2,134	F & B- P T & E B	4,758	8.50	19,748	7.56	-14,990	21,008	8.59	-16,250
0	0.00	15,292	77.86	-15,292	9,879	63.62	-9,879	TTL P/R and Benefits	28,053	46.07	173,736	60.18	-145,683	153,229	57.48	-125,176
112	668.14	2,141	16.80	-2,030	3,090	28.18	-2,978	Food Operating Expenses	5,152	13.16	27,205	14.35	-22,053	28,716	16.10	-23,564
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	770	4.58	1,550	2.16	-780	2,293	3.47	-1,523
112	22.02	2,141	10.90	-2,030	3,090	19.90	-2,978	Total F & B Operating Expenses	5,922	9.73	28,755	9.96	-22,833	31,009	11.63	-25,087
381	75.22	-3,864	-19.67	4,245	-7,779	-50.10	8,160	Net F & B Income	1,831	3.01	-4,132	-1.43	5,963	-15,892	-5.96	17,724

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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Food Department																
0	0.00	5,856	45.95	-5,856	0	0.00	0	Restaurant Breakfast	0	0.00	87,127	45.95	-87,127	-722	-1.85	722
0	0.00	3,811	29.90	-3,811	0	0.00	0	Restaurant Dinner	0	0.00	56,697	29.90	-56,697	0	0.00	0
0	0.00	9,667	65.24	-9,667	0	0.00	0	Total Restaurant	0	0.00	143,824	66.30	-143,824	-722	-0.36	722
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
17	3.30	2,261	15.26	-2,244	2,068	17.29	-2,051	Starbucks Revenues	7,477	16.96	33,634	15.50	-26,156	32,558	16.24	-25,081
0	0.00	0	0.00	0	5,665	47.38	-5,665	Bistro Breakfast	17,725	40.21	0	0.00	17,725	83,912	41.85	-66,187
0	0.00	0	0.00	0	2,737	22.89	-2,737	Bistro Dinner	11,257	25.54	0	0.00	11,257	55,381	27.62	-44,124
0	0.00	0	0.00	0	8,402	70.27	-8,402	Total Bistro	28,982	65.75	0	0.00	28,982	139,293	69.47	-110,311
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	388	2.62	-388	130	1.08	-130	Banquet Breakfast	180	0.41	5,766	2.66	-5,586	2,944	1.47	-2,764
0	0.00	323	2.18	-323	339	2.84	-339	Banquet Lunch	2,410	5.47	4,805	2.21	-2,395	3,039	1.52	-629
0	0.00	0	0.00	0	0	0.00	0	Banquet Dinner	0	0.00	0	0.00	0	700	0.35	-700
0	0.00	108	0.73	-108	25	0.21	-25	Banquet Breaks	105	0.24	1,602	0.74	-1,497	551	0.27	-446
0	0.00	818	5.52	-818	494	4.13	-494	Total Banquets	2,695	6.11	12,172	5.61	-9,477	7,234	3.61	-4,539
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
17	3.30	12,746	86.01	-12,729	10,964	91.69	-10,947	Net Food Revenue	39,154	88.83	189,629	87.41	-150,475	178,363	88.95	-139,209
450	88.81	1,000	6.75	-550	750	6.27	-300	Banquet Room Rental	3,850	8.73	12,000	5.53	-8,150	8,633	4.31	-4,783
0	0.00	100	0.67	-100	0	0.00	0	Banquet A/V	38	0.09	1,200	0.55	-1,163	225	0.11	-188
0	0.00	50	0.34	-50	0	0.00	0	Banquet Miscellaneous	0	0.00	600	0.28	-600	175	0.09	-175
40	7.89	923	6.23	-883	244	2.04	-204	F & B Service Charges	1,037	2.35	13,508	6.23	-12,471	13,117	6.54	-12,080
490	96.70	2,073	13.99	-1,583	994	8.31	-504	Total Banquets Other	4,925	11.17	27,308	12.59	-22,383	22,150	11.05	-17,225
507	100.00	14,818	100.00	-14,312	11,957	100.00	-11,451	Total Food Revenues	44,079	100.00	216,937	100.00	-172,858	200,513	100.00	-156,435

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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Cost of Goods Sold																
14	83.83	4,716	37.00	-4,702	9,304	84.86	-9,290	Cost of Sales - Food	18,911	48.30	70,163	37.00	-51,252	74,421	41.72	-55,510
14	83.83	4,716	37.00	-4,702	9,304	84.86	-9,290	Total Cost of Good Sold	18,911	48.30	70,163	37.00	-51,252	74,421	41.72	-55,510
Food Payroll																
0	0.00	8,096	54.63	-8,096	6,212	51.95	-6,212	Gourmet Attendant	18,411	41.77	95,618	44.08	-77,207	85,830	42.81	-67,419
0	0.00	3,546	23.93	-3,546	1,051	8.79	-1,051	Cooks	3,629	8.23	41,863	19.30	-38,234	31,554	15.74	-27,925
0	0.00	923	6.23	-923	376	3.14	-376	F & B Service Charge- Payout	476	1.08	13,435	6.19	-12,959	12,267	6.12	-11,792
0	0.00	1,214	8.19	-1,214	734	6.14	-734	Payroll Taxes	2,570	5.83	13,765	6.35	-11,195	12,494	6.23	-9,924
0	0.00	256	1.73	-256	106	0.89	-106	Employee Benefits	779	1.77	3,072	1.42	-2,293	2,569	1.28	-1,790
0	0.00	0	0.00	0	710	5.94	-710	Vacation /PTO	1,844	4.18	0	0.00	1,844	5,197	2.59	-3,353
0	0.00	1,072	7.23	-1,072	689	5.76	-689	Holiday	344	0.78	3,751	1.73	-3,406	3,317	1.65	-2,972
0	0.00	15,106	101.94	-15,106	9,879	82.62	-9,879	Total Food Wages	28,053	63.64	171,504	79.06	-143,451	153,229	76.42	-125,176
Operating Expenses																
0	0.00	43	0.29	-43	0	0.00	0	China	0	0.00	641	0.30	-641	0	0.00	0
0	0.00	43	0.29	-43	0	0.00	0	Glass	30	0.07	641	0.30	-611	178	0.09	-148
0	0.00	43	0.29	-43	99	0.83	-99	Silverware	0	0.00	641	0.30	-641	378	0.19	-378
0	0.00	0	0.00	0	246	2.06	-246	Tableware	0	0.00	0	0.00	0	539	0.27	-539
0	0.00	77	0.52	-77	108	0.90	-108	Linens	13	0.03	924	0.43	-911	925	0.46	-912
0	0.00	301	2.03	-301	590	4.93	-590	Supplies- Other	372	0.84	4,484	2.07	-4,112	5,629	2.81	-5,257
0	0.00	258	1.74	-258	263	2.20	-263	Cleaning Supplies	655	1.49	3,844	1.77	-3,189	3,440	1.72	-2,785
0	0.00	0	0.00	0	0	0.00	0	Dishwasher Supplies	197	0.45	0	0.00	197	489	0.24	-293
0	0.00	710	4.79	-710	723	6.04	-723	Supplies- Paper	2,244	5.09	10,571	4.87	-8,327	10,597	5.28	-8,353
0	0.00	400	2.70	-400	406	3.40	-406	Menus	0	0.00	1,600	0.74	-1,600	2,029	1.01	-2,029
0	0.00	75	0.51	-75	441	3.69	-441	Kitchen & Utensils Supplies	335	0.76	900	0.41	-565	1,284	0.64	-949
112	22.02	190	1.28	-78	188	1.57	-77	Equipment Rental	1,278	2.90	2,280	1.05	-1,002	2,229	1.11	-951
0	0.00	0	0.00	0	25	0.21	-25	Promotions	29	0.07	0	0.00	29	999	0.50	-970
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	0	0.00	680	0.31	-680	0	0.00	0
112	22.02	2,141	14.45	-2,030	3,090	25.84	-2,978	Total Operating Expense- Food	5,152	11.69	27,205	12.54	-22,053	28,716	14.32	-23,564
126	24.78	21,963	148.22	-21,838	22,273	186.27	-22,148	Total Food Costs	52,116	118.23	268,871	123.94	-216,755	256,366	127.85	-204,250
381	75.22	-7,145	-48.22	7,526	-10,316	-86.27	10,697	N.I.- Food Department	-8,037	-18.23	-51,934	-23.94	43,897	-55,853	-27.85	47,815

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	1,636	33.93	-1,636	1,143	32.01	-1,143	Bar Liquor	5,507	32.76	24,344	33.93	-18,837	22,984	34.78	-17,477
0	0.00	1,615	33.48	-1,615	1,280	35.84	-1,280	Bar Beer	5,868	34.91	24,024	33.48	-18,156	21,580	32.66	-15,712
0	0.00	1,572	32.59	-1,572	1,148	32.15	-1,148	Bar Wine	5,436	32.34	23,383	32.59	-17,947	21,515	32.56	-16,079
0	0.00	4,823	100.00	-4,823	3,571	100.00	-3,571	Total Bar Beverage	16,811	100.00	71,752	100.00	-54,940	66,079	100.00	-49,268
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	4,823	100.00	-4,823	3,571	100.00	-3,571	Total Beverage Revenue	16,811	100.00	71,752	100.00	-54,940	66,079	100.00	-49,268

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

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Cost of Goods Sold																
0	0.00	362	7.50	-362	281	7.88	-281	Cost of Sales - Liquor	2,395	14.25	5,380	7.50	-2,985	8,786	13.30	-6,391
0	0.00	436	9.04	-436	322	9.01	-322	Cost of Sales - Beer	1,614	9.60	6,486	9.04	-4,872	5,675	8.59	-4,061
0	0.00	558	11.57	-558	430	12.06	-430	Cost of Sales - Wine	2,164	12.87	8,301	11.57	-6,138	9,365	14.17	-7,202
0	0.00	1,356	28.11	-1,356	1,034	28.95	-1,034	Total COGS- Beverage	6,172	36.72	20,168	28.11	-13,995	23,826	36.06	-17,654
Beverage Payroll																
0	0.00	186	3.86	-186	0	0.00	0	Vacation /PTO	0	0.00	2,232	3.11	-2,232	0	0.00	0
0	0.00	186	3.86	-186	0	0.00	0	Total Beverage Payroll	0	0.00	2,232	3.11	-2,232	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	770	4.58	1,550	2.16	-780	2,293	3.47	-1,523
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	770	4.58	1,550	2.16	-780	2,293	3.47	-1,523
0	0.00	1,542	31.96	-1,542	1,034	28.95	-1,034	Total Beverage Costs	6,942	41.30	23,950	33.38	-17,007	26,119	39.53	-19,177
0	0.00	3,281	68.04	-3,281	2,537	71.05	-2,537	Net Income- Beverage	9,869	58.70	47,802	66.62	-37,933	39,960	60.47	-30,091

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FOOD STATS																
0	0.00	0	0.00	0	517	0.73	-517	Restaurant Breakfast Covers	1,622	0.69	0	0.00	1,622	7,434	0.66	-5,812
0	0.00	0	0.00	0	191	0.27	-191	Restaurant Dinner Covers	720	0.31	0	0.00	720	3,801	0.34	-3,081
0	0.00	0	0.00	0	708	1.00	-708	Total Food Covers	2,342	1.00	0	0.00	2,342	11,235	1.00	-8,893

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TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	0	0.00	0	0.00	0	1	0.00	-1
3	0.00	25	0.00	-22	28	0.00	-25	Long Distance	53	0.00	300	0.00	-247	334	0.00	-281
142	0.00	129	0.00	13	142	0.00	0	Internet Access Fees	1,861	0.00	1,922	0.00	-61	1,626	0.00	235
145	0.00	154	0.00	-9	170	0.00	-25	Total Phone Revenues	1,914	0.00	2,222	0.00	-308	1,961	0.00	-47
COS- Communication																
1,483	1.96	1,340	0.62	143	1,292	0.62	191	COS-Local	16,646	1.22	16,080	0.47	566	15,633	0.47	1,013
0	0.00	50	200.00	-50	53	189.34	-53	COS-Long Distance	181	344.23	600	200.00	-419	564	168.94	-383
1,209	849.24	1,300	1,006.35	-91	1,315	923.71	-106	COS-HSIA ISP	16,250	873.00	15,600	811.69	650	19,865	1,221.78	-3,615
2,691	0.00	2,690	0.00	1	2,659	0.00	32	Total COS- Comm	33,077	0.00	32,280	0.00	797	36,061	0.00	-2,985
-2,546	0.00	-2,536	0.00	-10	-2,489	0.00	-57	Gross Margin- Comm	-31,163	0.00	-30,058	0.00	-1,105	-34,101	0.00	2,938
Operating Expenses																
100	0.00	100	0.00	0	-1,406	0.00	1,506	Equipment Cost	1,250	0.00	1,200	0.00	50	1,200	0.00	50
0	0.00	0	0.00	0	1,506	0.00	-1,506	Equipment Maintenance	406	0.00	0	0.00	406	2,218	0.00	-1,812
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,656	0.00	1,200	0.00	456	3,418	0.00	-1,762
2,646	0.00	2,636	0.00	10	2,589	0.00	57	N.I.- Comm Dept	32,818	0.00	31,258	0.00	1,560	37,519	0.00	-4,700

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	86	2.07	-86	52	1.11	-52	Laundry/Valet	98	0.22	1,281	2.10	-1,183	876	1.42	-778
57	1.22	43	1.04	14	89	1.92	-32	Vending	536	1.21	641	1.05	-105	715	1.16	-180
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	100	0.23	0	0.00	100	0	0.00	100
0	0.00	0	0.00	0	0	0.00	0	Interest Income	0	0.00	0	0.00	0	25	0.04	-25
2,677	57.47	861	20.73	1,816	1,521	32.76	1,156	Late Cancellation Income	15,905	35.80	12,813	21.03	3,092	11,871	19.24	4,034
500	10.73	300	7.22	200	250	5.38	250	Smoking Fee	5,564	12.52	3,600	5.91	1,964	4,265	6.91	1,299
48	1.02	0	0.00	48	139	2.98	-91	Tax Discounts Earned	867	1.95	0	0.00	867	2,950	4.78	-2,083
1,320	28.33	2,863	68.94	-1,544	2,582	55.61	-1,262	Market Sales	21,300	47.94	42,603	69.91	-21,302	40,999	66.44	-19,699
57	1.22	0	0.00	57	11	0.23	47	Market Sales- Beer/Wine	57	0.13	0	0.00	57	11	0.02	47
4,658	100.00	4,154	100.00	504	4,643	100.00	15	Total Miscellaneous Revenues	44,427	100.00	60,937	100.00	-16,511	61,712	100.00	-17,285
COSales- Miscellaneous																
0	0.00	86	100.00	-86	49	94.83	-49	COS-Laundry/Valet	76	77.40	1,281	100.00	-1,205	908	103.69	-832
1,061	80.38	1,432	50.00	-371	1,051	40.72	9	COS- Market	9,125	42.84	21,301	50.00	-12,176	17,965	43.82	-8,840
1,061	22.77	1,518	36.54	-457	1,100	23.70	-40	Total COS- Miscellaneous	9,201	20.71	22,583	37.06	-13,382	18,873	30.58	-9,672
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
3,598	77.23	2,636	63.46	962	3,543	76.30	55	Total Miscellaneous Profit	35,226	79.29	38,355	62.94	-3,129	42,838	69.42	-7,613

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
1,361	1.80	6,823	3.15	-5,462	5,658	2.73	-4,296	General Manager	57,586	4.23	79,591	2.31	-22,005	74,052	2.23	-16,466
4,036	5.33	4,296	1.98	-260	3,563	1.72	472	Assistant General Manager	45,203	3.32	49,881	1.45	-4,678	45,465	1.37	-262
356	0.47	845	0.39	-489	707	0.34	-351	Payroll Taxes	7,932	0.58	10,501	0.30	-2,569	9,782	0.29	-1,850
-1,726	-2.28	1,206	0.56	-2,932	1,268	0.61	-2,993	Employee Benefits	15,089	1.11	14,472	0.42	617	15,322	0.46	-233
-1,329	-1.76	0	0.00	-1,329	0	0.00	-1,329	Vacation /PTO	15,455	1.14	0	0.00	15,455	1,980	0.06	13,475
378	0.50	0	0.00	378	978	0.47	-600	Holiday	2,936	0.22	0	0.00	2,936	3,373	0.10	-437
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	1,557	0.11	8,700	0.25	-7,143	5,748	0.17	-4,190
3,076	4.07	13,170	6.08	-10,094	12,173	5.87	-9,097	Total P/R & R/B- A&G	145,758	10.72	163,145	4.73	-17,388	155,721	4.69	-9,964
Operating Expenses- A&G																
260	0.34	2,450	1.13	-2,190	2,823	1.36	-2,563	Employee Relations	1,611	0.12	7,100	0.21	-5,489	9,565	0.29	-7,954
4,000	5.29	2,000	0.92	2,000	2,000	0.97	2,000	Accounting Fees	26,000	1.91	24,000	0.70	2,000	24,000	0.72	2,000
877	1.16	3,878	1.79	-3,001	3,988	1.92	-3,111	Data Processing	13,073	0.96	14,429	0.42	-1,356	13,457	0.41	-385
96	0.13	431	0.20	-335	1,403	0.68	-1,307	Office Supplies	1,704	0.13	6,406	0.19	-4,703	7,839	0.24	-6,135
0	0.00	0	0.00	0	-12	-0.01	12	Audit Fees	0	0.00	0	0.00	0	0	0.00	0
44	0.06	44	0.02	0	-636	-0.31	680	Muzak	524	0.04	528	0.02	-4	-731	-0.02	1,254
0	0.00	0	0.00	0	-10	0.00	10	A & G Meals- Promo	0	0.00	0	0.00	0	0	0.00	0
559	0.74	300	0.14	259	599	0.29	-41	Travel & Lodging	1,344	0.10	6,450	0.19	-5,106	6,887	0.21	-5,543
0	0.00	0	0.00	0	47	0.02	-47	Meals and Entertainment	0	0.00	0	0.00	0	382	0.01	-382
0	0.00	75	0.03	-75	75	0.04	-75	Telephone	263	0.02	900	0.03	-637	900	0.03	-637
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,941	0.22	5,326	0.15	-2,385	5,089	0.15	-2,148
139	0.18	65	0.03	74	251	0.12	-113	Postage	443	0.03	961	0.03	-518	1,169	0.04	-725
0	0.00	0	0.00	0	0	0.00	0	Recruitment	1,408	0.10	750	0.02	658	1,532	0.05	-124
0	0.00	180	0.08	-180	295	0.14	-295	Employment Screening/ Drug Testing	1,071	0.08	2,160	0.06	-1,089	2,283	0.07	-1,212
0	0.00	0	0.00	0	237	0.11	-237	Training	937	0.07	2,445	0.07	-1,508	5,467	0.16	-4,530
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	5,457	0.40	0	0.00	5,457	1,463	0.04	3,994
0	0.00	5,400	2.49	-5,400	5,075	2.45	-5,075	Security Service	14,277	1.05	64,800	1.88	-50,523	63,319	1.91	-49,042
160	0.21	165	0.08	-5	160	0.08	0	Dues/Subscriptions	1,621	0.12	3,037	0.09	-1,416	2,867	0.09	-1,246
119	0.16	5,898	2.72	-5,779	6,146	2.97	-6,027	Credit Card Commissions	28,060	2.06	93,787	2.72	-65,727	96,158	2.90	-68,098
0	0.00	0	0.00	0	85	0.04	-85	Cash Over/Short	247	0.02	0	0.00	247	-2,731	-0.08	2,978
166	0.22	165	0.08	1	314	0.15	-148	Equipment Rental	1,726	0.13	1,980	0.06	-254	2,078	0.06	-352
304	0.40	525	0.24	-221	725	0.35	-421	Payroll Services	5,783	0.43	8,055	0.23	-2,272	8,418	0.25	-2,635
1,132	1.50	1,600	0.74	-468	1,501	0.72	-369	Bank Charges	14,318	1.05	19,200	0.56	-4,882	18,612	0.56	-4,294
1,010	1.33	0	0.00	1,010	0	0.00	1,010	Chargebacks	2,504	0.18	0	0.00	2,504	4,422	0.13	-1,918
0	0.00	0	0.00	0	0	0.00	0	Sales Tax Variance	0	0.00	0	0.00	0	78	0.00	-78
990	1.31	1,335	0.62	-345	2,340	1.13	-1,350	Workers Comp Insurance	10,591	0.78	17,500	0.51	-6,909	19,139	0.58	-8,549
9,856	13.03	24,510	11.31	-14,654	27,408	13.23	-17,552	Total Operating- A&G	135,902	9.99	279,815	8.12	-143,913	291,663	8.79	-155,761
12,932	17.09	37,680	17.39	-24,748	39,581	19.10	-26,649	Total Expenses- A&G	281,660	20.71	442,960	12.85	-161,300	447,385	13.49	-165,725

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SALES DEPARTMENT																
SALES																
P/R & R/B																
5,571	7.36	5,686	2.62	-115	5,536	2.67		36 Director of Sales	25,393	1.87	65,670	1.91	-40,277	50,401	1.52	-25,009
0	0.00	3,500	1.62	-3,500	2,799	1.35		-2,799 Sales Manager	8,350	0.61	40,310	1.17	-31,960	37,841	1.14	-29,491
359	0.47	899	0.41	-540	763	0.37		-405 Revenue Management	5,472	0.40	10,788	0.31	-5,316	10,016	0.30	-4,543
0	0.00	172	0.08	-172	0	0.00		0 E Commerce Management	516	0.04	2,066	0.06	-1,549	0	0.00	516
459	0.61	597	0.28	-138	683	0.33		-224 Payroll Taxes	2,717	0.20	7,305	0.21	-4,587	6,760	0.20	-4,043
0	0.00	1,507	0.70	-1,507	776	0.37		-776 Employee Benefits	4,469	0.33	18,084	0.52	-13,615	16,500	0.50	-12,031
-88	-0.12	0	0.00	-88	154	0.07		-241 Vacation / PTO	1,361	0.10	0	0.00	1,361	1,462	0.04	-100
0	0.00	0	0.00	0	308	0.15		-308 Holiday	154	0.01	0	0.00	154	1,700	0.05	-1,546
0	0.00	0	0.00	0	0	0.00		0 Bonus/Incentive Pay	196	0.01	6,400	0.19	-6,204	1,878	0.06	-1,683
6,302	8.33	12,361	5.70	-6,060	11,020	5.32		-4,718 Total P/R & R/B- Sales	48,629	3.58	150,622	4.37	-101,993	126,557	3.82	-77,929
Operating Expenses- Sales																
0	0.00	0	0.00	0	0	0.00		0 Printing & Stationary	0	0.00	200	0.01	-200	30	0.00	-30
0	0.00	25	0.01	-25	83	0.04		-83 Office Supplies	25	0.00	300	0.01	-275	370	0.01	-345
0	0.00	50	0.02	-50	79	0.04		-79 Travel & Lodging	331	0.02	3,500	0.10	-3,169	2,958	0.09	-2,627
0	0.00	100	0.05	-100	0	0.00		0 Meals & Entertainment	31	0.00	1,200	0.03	-1,169	271	0.01	-240
0	0.00	50	0.02	-50	772	0.37		-772 Promotions	2,181	0.16	600	0.02	1,581	2,558	0.08	-377
0	0.00	100	0.05	-100	100	0.05		-100 Telephone	200	0.01	1,200	0.03	-1,000	800	0.02	-600
0	0.00	125	0.06	-125	43	0.02		-43 Sales Training	1,173	0.09	2,700	0.08	-1,527	3,080	0.09	-1,906
416	0.55	0	0.00	416	848	0.41		-432 Dues & Subscriptions	11,832	0.87	7,530	0.22	4,302	7,128	0.21	4,704
0	0.00	0	0.00	0	0	0.00		0 Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	100	0.05	-100	83	0.04		-83 e Commerce Costs	300	0.02	1,200	0.03	-900	2,644	0.08	-2,344
130	0.17	200	0.09	-70	410	0.20		-281 Brand Paid Search	2,895	0.21	2,400	0.07	495	8,634	0.26	-5,738
0	0.00	0	0.00	0	0	0.00		0 Internet Advertising	0	0.00	0	0.00	0	1,250	0.04	-1,250
0	0.00	200	0.09	-200	0	0.00		0 Collateral	0	0.00	600	0.02	-600	26	0.00	-26
546	0.72	950	0.44	-404	2,419	1.17		-1,873 Total Operating- Sales	18,968	1.39	21,430	0.62	-2,462	29,769	0.90	-10,800
6,848	9.05	13,311	6.14	-6,464	13,438	6.48		-6,591 Total Expenses-Sales	67,597	4.97	172,052	4.99	-104,455	156,326	4.71	-88,729

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,197	1.95	-4,197	3,666	1.52	-3,666	Chief Engineer	19,237	1.20	48,613	1.52	-29,376	47,987	1.50	-28,750
2,978	2.86	7,490	3.48	-4,512	6,060	2.51	-3,082	General Maintenance	41,230	2.57	88,389	2.76	-47,160	76,327	2.38	-35,098
272	0.26	935	0.43	-663	877	0.36	-605	Payroll Taxes	4,806	0.30	10,960	0.34	-6,154	10,236	0.32	-5,430
2,034	1.95	587	0.27	1,447	818	0.34	1,216	Employee Benefits	7,952	0.50	7,044	0.22	908	5,067	0.16	2,885
458	0.44	0	0.00	458	820	0.34	-362	Holiday	1,593	0.10	0	0.00	1,593	2,184	0.07	-592
-899	-0.86	0	0.00	-899	461	0.19	-1,359	Vacation /PTO	5,326	0.33	0	0.00	5,326	1,099	0.03	4,227
4,843	4.65	13,209	6.14	-8,366	12,702	5.26	-7,858	Total P/R & Related Expenses- Maintenance	80,144	4.99	155,006	4.84	-74,863	142,901	4.46	-62,757
Operating Expenses- R & M																
0	0.00	65	0.03	-65	0	0.00	0	Laundry Equipment	806	0.05	961	0.03	-155	1,177	0.04	-371
110	0.11	754	0.35	-644	1,502	0.62	-1,392	Building Maintenance	3,214	0.20	11,211	0.35	-7,997	12,981	0.41	-9,767
0	0.00	0	0.00	0	-159	-0.07	159	Office Equipment	0	0.00	0	0.00	0	0	0.00	0
107	0.10	151	0.07	-44	189	0.08	-81	Light Bulbs	1,765	0.11	2,242	0.07	-477	3,965	0.12	-2,200
0	0.00	129	0.06	-129	424	0.18	-424	Electrical & Mechanical	1,417	0.09	1,922	0.06	-505	1,764	0.06	-347
0	0.00	689	0.32	-689	87	0.04	-87	HVAC	4,367	0.27	10,250	0.32	-5,883	8,054	0.25	-3,687
68	0.07	495	0.23	-427	1,253	0.52	-1,185	Plumbing & Boiler	15,896	0.99	7,367	0.23	8,528	8,082	0.25	7,814
0	0.00	151	0.07	-151	0	0.00	0	Pool	2,807	0.17	2,242	0.07	565	3,057	0.10	-250
0	0.00	1,015	0.47	-1,015	1,015	0.42	-1,015	Grounds & Landscaping	7,141	0.44	14,180	0.44	-7,039	15,871	0.50	-8,729
0	0.00	78	0.04	-78	78	0.03	-78	Interior Plants	156	0.01	936	0.03	-780	936	0.03	-780
0	0.00	0	0.00	0	0	0.00	0	Signage	0	0.00	0	0.00	0	40	0.00	-40
0	0.00	194	0.09	-194	0	0.00	0	Furniture & Fixtures	-31	0.00	2,883	0.09	-2,914	2,100	0.07	-2,131
0	0.00	215	0.10	-215	348	0.14	-348	Painting	937	0.06	3,203	0.10	-2,266	3,779	0.12	-2,842
0	0.00	275	0.13	-275	0	0.00	0	Carpet & Floor	556	0.03	8,825	0.28	-8,270	6,360	0.20	-5,804
0	0.00	43	0.02	-43	60	0.02	-60	Telephone	60	0.00	641	0.02	-581	360	0.01	-300
0	0.00	108	0.05	-108	624	0.26	-624	Kitchen Equipment	830	0.05	1,602	0.05	-771	2,286	0.07	-1,456
0	0.00	22	0.01	-22	0	0.00	0	Locks & Keys	292	0.02	320	0.01	-28	1,484	0.05	-1,192
0	0.00	215	0.10	-215	707	0.29	-707	Radio & TV	30	0.00	3,203	0.10	-3,173	2,974	0.09	-2,944
1,650	1.59	646	0.30	1,004	846	0.35	804	Exterminating	7,581	0.47	9,570	0.30	-1,988	12,789	0.40	-5,208
0	0.00	0	0.00	0	0	0.00	0	License & Permits	318	0.02	0	0.00	318	0	0.00	318
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	0	0.00	0	0.00	0	857	0.03	-857
0	0.00	0	0.00	0	0	0.00	0	Uniforms- R & M	0	0.00	0	0.00	0	0	0.00	0
0	0.00	2,075	0.96	-2,075	1,825	0.76	-1,825	Fire & Safety	7,944	0.49	7,815	0.24	129	11,579	0.36	-3,635
-968	-0.93	400	0.19	-1,368	0	0.00	-968	Elevator	8,544	0.53	13,480	0.42	-4,936	14,620	0.46	-6,076
967	0.93	7,719	3.59	-6,752	8,799	3.64	-7,832	Total Operating - R & M	64,632	4.02	102,854	3.21	-38,222	115,116	3.59	-50,484
5,811	5.58	20,928	9.72	-15,117	21,501	8.91	-15,690	Total Expenses- R & M	144,775	9.01	257,860	8.05	-113,085	258,016	8.06	-113,241

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
5,780	5.55	6,767	3.14	-987	5,822	2.41	-41	Electricity	103,578	6.45	106,840	3.34	-3,262	101,930	3.18	1,648
529	0.51	1,216	0.56	-687	1,147	0.48	-618	Gas	8,863	0.55	13,866	0.43	-5,003	13,331	0.42	-4,467
1,120	1.08	3,945	1.83	-2,825	3,497	1.45	-2,378	Water & Sewer	40,137	2.50	48,555	1.52	-8,418	43,435	1.36	-3,299
403	0.39	1,001	0.46	-598	926	0.38	-523	Waste Removal	5,311	0.33	9,412	0.29	-4,101	8,465	0.26	-3,153
7,832	7.52	12,929	6.01	-5,097	11,392	4.72	-3,560	Total Expenses- Utilities	157,889	9.83	178,673	5.58	-20,784	167,161	5.22	-9,272

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Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
4,023	5.71	10,625	5.51	-6,602	9,733	5.20	-5,709	Franchise Fees/ Royalties	70,186	5.59	170,489	5.51	-100,303	164,617	5.51	-94,431
-943	-1.34	9,858	5.11	-10,800	10,605	5.67	-11,548	Advertising	79,894	6.37	158,121	5.11	-78,227	152,282	5.10	-72,388
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	1,698	0.06	-1,698
1,090	1.55	4,241	2.20	-3,152	4,878	2.61	-3,788	Frequent Traveler	24,771	1.97	63,103	2.04	-38,332	59,557	1.99	-34,786
165	0.23	0	0.00	165	0	0.00	165	Brand Guest Fees	895	0.07	0	0.00	895	0	0.00	895
103	0.15	0	0.00	103	0	0.00	103	Other Franchise Cost	841	0.07	0	0.00	841	272	0.01	569
4,438	6.30	24,725	12.82	-20,286	25,216	13.48	-20,778	Total Franchise Fees Expense	176,587	14.07	391,713	12.65	-215,126	378,426	12.66	-201,839

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Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
1,892	2.50	5,421	2.50	-3,529	5,181	2.50	-3,289	Management Fees	34,002	2.50	86,201	2.50	-52,199	82,907	2.50	-48,905
13,760	18.19	0	0.00	13,760	0	0.00	13,760	Management Fees- Owner	28,970	2.13	0	0.00	28,970	0	0.00	28,970
15,652	20.69	5,421	2.50	10,231	5,181	2.50	10,471	Total Management Fees Expense	62,972	4.63	86,201	2.50	-23,229	82,907	2.50	-19,935

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
51,028	67.45	52,431	24.20	-1,403	49,663	23.96	1,366	Ground Lease	623,565	45.85	623,565	18.10	0	606,876	18.30	16,689
10,942	14.46	8,674	4.00	2,269	-130,670	-63.05	141,612	FF & E Reserve	131,309	9.65	137,922	4.00	-6,613	0	0.00	131,309
0	0.00	0	0.00	0	0	0.00	0	Van Lease	0	0.00	0	0.00	0	290	0.01	-290
18,135	23.97	18,135	8.37	0	-68,190	-32.90	86,324	Real Estate Tax	199,776	14.69	217,619	6.32	-17,843	167,592	5.05	32,184
7,637	10.09	6,802	3.14	835	6,497	3.14	1,140	Insurance	84,281	6.20	81,479	2.36	2,802	80,235	2.42	4,046
87,743	115.98	86,042	39.71	1,701	-142,700	-68.86	230,443	TOTAL FIXED EXPENSES	1,038,931	76.39	1,060,585	30.78	-21,654	854,992	25.78	183,939

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Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
5,500	7.27	0	0.00	5,500	500	0.24	5,000	Owners Expense	24,100	1.77	0	0.00	24,100	106,531	3.21	-82,431
92,976	122.89	0	0.00	92,976	85,724	41.37	7,252	Depreciation	1,115,712	82.03	0	0.00	1,115,712	1,108,460	33.42	7,252
3,267	4.32	0	0.00	3,267	6,671	3.22	-3,404	Amortization Expense	39,204	2.88	0	0.00	39,204	42,608	1.28	-3,404
36,500	48.24	36,762	16.97	-262	36,380	17.55	120	Interest Expense	436,496	32.09	440,176	12.77	-3,680	439,423	13.25	-2,927
8,465	11.19	2,168	1.00	6,297	2,072	1.00	6,393	Asset Management Fee	13,601	1.00	34,481	1.00	-20,880	35,458	1.07	-21,857
0	0.00	0	0.00	0	-13,521	-6.52	13,521	Extraordinary Expenses	4,206	0.31	0	0.00	4,206	0	0.00	4,206
0	0.00	0	0.00	0	6,868	3.31	-6,868	GB 1 YE AJE	0	0.00	0	0.00	0	6,868	0.21	-6,868
0	0.00	0	0.00	0	9,665	4.66	-9,665	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	9,665	0.29	-9,665
-358	-0.47	0	0.00	-358	-979	-0.47	621	Corporate Business Tax	48,728	3.58	0	0.00	48,728	-2,259	-0.07	50,987
146,350	193.44	38,930	17.97	107,420	133,380	64.36	12,970	Total Other	1,682,046	123.67	474,657	13.77	1,207,389	1,746,754	52.66	-64,708

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Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,379		3,379		0	3,379		0	Total Rooms Available	39,894		39,894		0	39,785		109
1,760		2,488		-728	2,488		-728	Total Rooms Sold	22,823		25,188		-2,365	24,834		-2,011
52.09%		73.63%		-21.54%	73.63%		-21.54%	Occupancy %	57.21%		63.14%		-5.93%	62.42%		-5.21%
98.26		101.13		-2.87	101.14		-2.88	Average Rate	107.48		116.00		-8.52	115.31		-7.83
51.18		74.47		-23.29	74.47		-23.29	REVPAR	61.49		73.24		-11.75	71.98		-10.49
REVENUES																
172,937	98.47	251,621	98.38	-78,684	251,625	98.59	-78,688	ROOMS	2,452,961	98.40	2,921,791	98.67	-468,830	2,863,603	98.50	-410,642
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,683	1.53	4,148	1.62	-1,465	3,606	1.41	-923	MISCELLANEOUS	39,763	1.60	39,360	1.33	403	43,665	1.50	-3,902
175,620	100.00	255,769	100.00	-80,149	255,231	100.00	-79,611	TOTAL REVENUES	2,492,724	100.00	2,961,151	100.00	-468,427	2,907,268	100.00	-414,544
DEPARTMENT EXPENSES																
42,066	24.32	72,105	28.66	-30,039	77,274	30.71	-35,208	ROOMS EXPENSE	544,130	22.18	737,828	25.25	-193,698	711,001	24.83	-166,871
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
1,085	40.43	1,155	27.84	-70	1,450	40.22	-365	MISCELLANEOUS EXPENSE	10,733	26.99	11,755	29.86	-1,022	12,101	27.71	-1,368
43,151	24.57	73,260	28.64	-30,109	78,724	30.84	-35,573	TOTAL DEPARTMENTAL EXPENSES	554,863	22.26	749,583	25.31	-194,720	723,102	24.87	-168,239
DEPARTMENTAL PROFIT																
130,871	75.68	179,516	71.34	-48,645	174,351	69.29	-43,480	ROOMS PROFIT	1,908,831	77.82	2,183,963	74.75	-275,132	2,152,602	75.17	-243,771
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,598	59.57	2,993	72.16	-1,395	2,156	59.78	-557	MISCELLANEOUS PROFIT	29,030	73.01	27,605	70.14	1,425	31,564	72.29	-2,534
132,469	75.43	182,509	71.36	-50,040	176,506	69.16	-44,037	TOTAL DEPARTMENTAL PROFIT	1,937,861	77.74	2,211,568	74.69	-273,707	2,184,166	75.13	-246,305
25,555	14.55	27,732	10.84	-2,178	26,535	10.40	-980	A & G EXPENSE	267,696	10.74	309,679	10.46	-41,983	307,437	10.57	-39,742
1,908	1.09	1,667	0.65	241	1,740	0.68	168	TELECOM	21,933	0.88	21,769	0.74	164	21,409	0.74	524
5,661	3.22	7,942	3.11	-2,281	7,258	2.84	-1,597	SALES & MARKETING EXPENSES	71,596	2.87	98,626	3.33	-27,030	92,804	3.19	-21,208
18,364	10.46	29,036	11.35	-10,672	26,435	10.36	-8,071	FRANCHISE FEES	264,925	10.63	320,359	10.82	-55,434	308,740	10.62	-43,815
8,977	5.11	13,299	5.20	-4,322	13,660	5.35	-4,683	MAINTENANCE EXPENSES	97,517	3.91	130,650	4.41	-33,134	122,664	4.22	-25,148
11,810	6.72	13,230	5.17	-1,420	16,650	6.52	-4,840	UTILITIES EXPENSE	143,143	5.74	161,849	5.47	-18,706	161,910	5.57	-18,767
72,275	41.15	92,906	36.32	-20,631	92,279	36.15	-20,003	TOTAL ADMIN EXPENSES	866,809	34.77	1,042,932	35.22	-176,122	1,014,964	34.91	-148,155
60,194	34.27	89,603	35.03	-29,410	84,228	33.00	-24,034	HOUSE PROFIT	1,071,052	42.97	1,168,636	39.47	-97,584	1,169,202	40.22	-98,150
FIXED EXPENSES																
18,156	10.34	6,398	2.50	11,758	6,381	2.50	11,775	MANAGEMENT FEES	91,303	3.66	74,061	2.50	17,242	72,694	2.50	18,609
49,425	28.14	52,931	20.69	-3,505	-37,977	-14.88	87,403	FIXED EXPENSES	579,153	23.23	625,546	21.13	-46,394	495,613	17.05	83,540

-7,388	-4.21	30,274	11.84	-37,662	115,824	45.38	-123,212 NET OPERATING INCOME	400,596	16.07	469,029	15.84	-68,433	600,895	20.67	-200,299
82,757	47.12	23,659	9.25	59,098	68,858	26.98	13,899 Other	817,522	32.80	282,821	9.55	534,701	795,667	27.37	21,855
-90,145	-51.33	6,615	2.59	-96,760	46,966	18.40	-137,111 N.I. after Other	-416,926	-16.73	186,208	6.29	-603,134	-194,771	-6.70	-222,155
-50,256		6,615		-56,871	104,741		-154,997 Cash before Depreciation/Amortization	61,742		186,208		-124,466	301,783		-240,041

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
46,406	26.83	72,102	28.66	-25,696	74,146	29.47	-27,740	Rack/ Premium	753,584	30.72	897,713	30.72	-144,128	905,218	31.61	-151,634
62,806	36.32	91,956	36.55	-29,151	91,580	36.40	-28,774	Discounts - Other	797,575	32.51	909,836	31.14	-112,262	906,538	31.66	-108,964
1,746	1.01	3,060	1.22	-1,314	3,471	1.38	-1,725	Government	38,605	1.57	51,507	1.76	-12,902	51,261	1.79	-12,656
35,865	20.74	38,315	15.23	-2,450	38,364	15.25	-2,499	Locally Negotiated Rate	573,760	23.39	629,395	21.54	-55,635	614,739	21.47	-40,979
-353	-0.20	0	0.00	-353	-3,734	-1.48	3,381	Allowances	-24,016	-0.98	0	0.00	-24,016	-26,461	-0.92	2,445
289	0.17	806	0.32	-517	476	0.19	-187	Redemption Revenue	38,727	1.58	65,983	2.26	-27,256	58,363	2.04	-19,637
146,758	84.86	206,240	81.96	-59,482	204,303	81.19	-57,544	Total Transient Revenue	2,178,234	88.80	2,554,434	87.43	-376,200	2,509,658	87.64	-331,424
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
24,636	14.25	45,381	18.04	-20,745	44,854	17.83	-20,218	Group- Corporate	259,966	10.60	367,357	12.57	-107,391	340,214	11.88	-80,248
24,636	14.25	45,381	18.04	-20,745	44,854	17.83	-20,218	Total Group Revenue	259,966	10.60	367,357	12.57	-107,391	340,214	11.88	-80,248
1,543	0.89	0	0.00	1,543	2,469	0.98	-925	Guaranteed No-Show	14,761	0.60	0	0.00	14,761	13,730	0.48	1,031
172,937	100.00	251,621	100.00	-78,684	251,625	100.00	-78,688	Total Rooms Revenue	2,452,961	100.00	2,921,791	100.00	-468,830	2,863,603	100.00	-410,642
ROOM STATISTICS																
351	20	522	21	-171	536	22	-185	Rack/ Premium Rooms	5,264	23	6,517	26	-1,253	6,591	27	-1,327
714	41	1,045	42	-331	1,033	42	-319	Discounts - Other Rooms	8,152	36	9,192	36	-1,040	9,201	37	-1,049
9	1	25	1	-16	28	1	-19	Government Rooms	317	1	346	1	-29	346	1	-29
467	27	498	20	-31	498	20	-31	Locally Negotiated Corporate Rooms	6,823	30	5,975	24	848	5,875	24	948
1,541	88	2,090	84	-549	2,095	84	-554	Total Transient Stats	20,556	90	22,030	87	-1,474	22,013	89	-1,457
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
219	12	398	16	-179	393	16	-174	Group- Corporate Rooms	2,267	10	3,158	13	-891	2,821	11	-554
219	12	398	16	-179	393	16	-174	Total Group Stats	2,267	10	3,158	13	-891	2,821	11	-554
1,760	100	2,488	100	-728	2,488	100	-728	TOTAL ROOM STATISTICS	22,823	100	25,188	100	-2,365	24,834	100	-2,011
Other Room Stats																
25	1	0	0	25	19	1	6	Comp Rooms	619	3	0	0	619	109	0	510
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	73	0	-73
1,322	75	0	0	1,322	1,656	67	-334	Single Occupancy	17,000	74	0	0	17,000	15,942	64	1,058
473	27	0	0	473	620	25	-147	Multiple Occupancy	4,761	21	0	0	4,761	5,698	23	-937
16	1	0	0	16	39	2	-23	GNS Stats	227	1	0	0	227	193	1	34
115	7	0	0	115	31	1	84	Out of Order Rooms	2,983	13	0	0	2,983	682	3	2,301
3,555	202	0	0	3,555	4,910	197	-1,355	# of Guests	43,528	191	0	0	43,528	47,701	192	-4,173

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

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ADR																
132.21		138.00		-5.79	138.33		-6.12	Rack/Premium ADR	143.16		137.76		5.40	137.34		5.82
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
87.96		88.00		-0.04	88.65		-0.69	Discount ADR	97.84		98.98		-1.15	98.53		-0.69
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
194.00		123.00		71.00	123.96		70.04	Government ADR	121.78		148.76		-26.98	148.15		-26.37
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
76.80		77.00		-0.20	77.04		-0.24	Local Negotiated ADR	84.09		105.34		-21.25	104.64		-20.54
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
95.24		98.68		-3.45	97.52		-2.28	Total Transient ADR	105.97		115.95		-9.99	114.01		-8.04
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
112.49		114.00		-1.51	114.13		-1.64	Group - Corporate ADR	114.67		116.31		-1.64	120.60		-5.93
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
112.49		114.00		-1.51	114.13		-1.64	Total Group ADR	114.67		116.31		-1.64	120.60		-5.93

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Payroll & Related Expense																
5,575	3.17	7,905	3.18	-2,330	7,518	3.02	-1,943	FD/ Guest Service Reps	57,447	2.52	82,813	3.29	-25,366	71,579	2.88	-14,132
1,219	0.69	2,519	1.01	-1,301	1,423	0.57	-205	Executive Housekeeper	24,948	1.09	29,742	1.18	-4,794	25,289	1.02	-341
2,022	1.15	2,488	1.00	-466	3,211	1.29	-1,188	Asst Exec Housekeeper/ Inspectress	13,386	0.59	25,188	1.00	-11,802	26,800	1.08	-13,414
8,783	4.99	12,596	5.06	-3,813	11,898	4.78	-3,115	Housekeepers	116,331	5.10	127,515	5.06	-11,184	126,894	5.11	-10,564
741	0.42	3,266	1.31	-2,525	2,189	0.88	-1,448	Housemen	9,793	0.43	31,483	1.25	-21,690	23,119	0.93	-13,326
2,131	1.21	3,561	1.43	-1,430	3,297	1.33	-1,166	Laundry	18,269	0.80	36,150	1.44	-17,881	34,339	1.38	-16,070
359	0.20	2,604	1.05	-2,245	2,570	1.03	-2,212	Comp Breakfast Hostess	6,030	0.26	28,814	1.14	-22,784	24,216	0.98	-18,186
1,860	1.06	3,249	1.31	-1,389	3,424	1.38	-1,564	Night Audit	43,338	1.90	38,358	1.52	4,980	40,824	1.64	2,514
2,451	1.39	3,304	1.33	-852	4,024	1.62	-1,573	Payroll Taxes	22,171	0.97	34,360	1.36	-12,189	33,304	1.34	-11,133
-187	-0.11	930	0.37	-1,117	1,050	0.42	-1,237	Employee Benefits	8,512	0.37	11,160	0.44	-2,648	11,270	0.45	-2,758
1,343	0.76	670	0.27	673	2,599	1.04	-1,255	Vacation /PTO	26,265	1.15	8,040	0.32	18,225	11,636	0.47	14,629
941	0.53	1,430	0.57	-489	2,963	1.19	-2,022	Holiday	4,896	0.21	7,525	0.30	-2,629	9,023	0.36	-4,127
0	0.00	0	0.00	0	75	0.03	-75	Bonus/Incentive Pay	0	0.00	3,400	0.13	-3,400	3,807	0.15	-3,807
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	2,295	0.10	0	0.00	2,295	0	0.00	2,295
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Laundry	5,420	0.24	0	0.00	5,420	0	0.00	5,420
27,238	15.48	44,522	17.89	-17,283	46,242	18.59	-19,004	Total P/R & R/Benefits- Rooms	359,102	15.73	464,548	18.44	-105,446	442,102	17.80	-82,999
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	124	0.05	-124	72	0.03	-72	Newspapers	238	0.01	1,259	0.05	-1,022	966	0.04	-728
6,850	3.89	13,684	5.50	-6,834	12,696	5.10	-5,846	Comp Breakfast	63,271	2.77	124,478	4.94	-61,207	120,284	4.84	-57,013
0	0.00	50	0.02	-50	73	0.03	-73	Comp Breakfast- Equipment	0	0.00	504	0.02	-504	466	0.02	-466
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	78	0.00	-78
0	0.00	50	0.02	-50	64	0.03	-64	Laundry Supplies	478	0.02	504	0.02	-26	381	0.02	97
2,420	1.37	1,368	0.55	1,052	4,977	2.00	-2,558	Linen Supplies	15,456	0.68	13,853	0.55	1,603	18,833	0.76	-3,377
1,441	0.82	1,522	0.61	-81	1,989	0.80	-548	Cable TV	16,424	0.72	18,264	0.73	-1,840	19,629	0.79	-3,205
0	0.00	0	0.00	0	0	0.00	0	HSIA Support	3,256	0.14	3,270	0.13	-14	3,270	0.13	-14
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	0	0.00	0
441	0.25	647	0.26	-206	403	0.16	38	Reservations Expense	5,024	0.22	6,549	0.26	-1,525	5,856	0.24	-832
304	0.17	2,488	1.00	-2,184	3,630	1.46	-3,326	Guest Room Supplies	17,493	0.77	25,188	1.00	-7,695	22,660	0.91	-5,167
189	0.11	697	0.28	-508	870	0.35	-681	Cleaning Supplies	5,167	0.23	7,053	0.28	-1,886	6,841	0.28	-1,674
708	0.40	534	0.21	174	347	0.14	361	Ecolab Core Supplies	8,478	0.37	5,688	0.23	2,790	6,667	0.27	1,811
2,191	1.24	6,220	2.50	-4,029	5,674	2.28	-3,483	Travel Agents Commission	43,034	1.89	62,970	2.50	-19,936	60,265	2.43	-17,230
201	0.11	200	0.08	1	239	0.10	-38	Uniforms	3,179	0.14	3,700	0.15	-521	2,703	0.11	477
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	856	0.04	0	0.00	856	0	0.00	856
83	0.05	0	0.00	83	0	0.00	83	COVID 19 Supplies	2,674	0.12	0	0.00	2,674	0	0.00	2,674
14,828	8.43	27,584	11.09	-12,756	31,033	12.47	-16,204	Total Operating - Rooms	185,028	8.11	273,280	10.85	-88,252	268,899	10.83	-83,872
42,066	23.90	72,105	28.98	-30,039	77,274	31.06	-35,208	Total Expenses- Rooms	544,130	23.84	737,828	29.29	-193,698	711,001	28.63	-166,871
130,871	74.36	179,516	72.15	-48,645	174,351	70.08	-43,480	Net Income- Rooms	1,908,831	83.64	2,183,963	86.71	-275,132	2,152,602	86.68	-243,771

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)
For Property: Fairfield Inn & Suites Naples (Capstone)
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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	5	0.00	-5	0	0.00	0	Long Distance	0	0.00	60	0.00	-60	52	0.00	-52
40	0.00	150	0.00	-110	70	0.00	-30	Internet Access Fees	424	0.00	1,235	0.00	-811	998	0.00	-574
40	0.00	155	0.00	-115	70	0.00	-30	Total Phone Revenues	424	0.00	1,295	0.00	-871	1,050	0.00	-626
COS- Communication																
906	0.52	770	0.30	136	768	0.30	138	COS-Local	9,780	0.39	9,240	0.31	540	9,491	0.33	290
0	0.00	10	200.00	-10	0	0.00	0	COS-Long Distance	0	0.00	120	200.00	-120	0	0.00	0
942	2,359.72	942	628.00	0	942	1,348.41	0	COS-HSIA ISP	11,417	2,691.75	12,504	1,012.47	-1,087	11,919	1,194.27	-502
1,848	0.00	1,722	0.00	126	1,710	0.00	138	Total COS- Comm	21,197	0.00	21,864	0.00	-667	21,410	0.00	-212
-1,808	0.00	-1,567	0.00	-241	-1,640	0.00	-168	Gross Margin- Comm	-20,773	0.00	-20,569	0.00	-204	-20,359	0.00	-414
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,160	0.00	1,200	0.00	-40	1,050	0.00	110
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,160	0.00	1,200	0.00	-40	1,050	0.00	110
1,908	0.00	1,667	0.00	241	1,740	0.00	168	N.I.- Comm Dept	21,933	0.00	21,769	0.00	164	21,409	0.00	524

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	20	0.52	-20	0	0.00		0 Laundry/Valet	0	0.00	240	0.68	-240	116	0.30	-116
0	0.00	0	0.00	0	0	0.00		0 Parking Income	75	0.21	0	0.00	75	0	0.00	75
0	0.00	199	5.20	-199	83	2.94		-83 Vending	1,598	4.39	2,015	5.67	-417	1,304	3.35	294
0	0.00	0	0.00	0	-1	-0.04		1 Sundry Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	70	1.83	-70	0	0.00		0 Pet Fees	50	0.14	840	2.36	-790	800	2.06	-750
0	0.00	0	0.00	0	0	0.00		0 Rollaways	40	0.11	0	0.00	40	20	0.05	20
8	0.30	0	0.00	8	31	1.08		-23 Miscellaneous	107	0.29	0	0.00	107	2,133	5.49	-2,026
480	17.89	1,200	31.35	-720	11	0.38		469 Late Cancellation Income	8,248	22.65	8,700	24.49	-452	9,988	25.70	-1,740
0	0.00	25	0.65	-25	0	0.00		0 Smoking Fee	889	2.44	300	0.84	589	250	0.64	639
60	2.24	75	1.95	-15	60	2.12		0 Tax Discounts Earned	360	0.99	756	2.13	-396	602	1.55	-242
2,135	79.57	2,239	58.50	-104	2,647	93.52		-512 Market Sales	25,046	68.78	22,669	63.82	2,377	23,575	60.65	1,471
0	0.00	0	0.00	0	0	0.00		0 Market Sales- Beer/Wine	0	0.00	0	0.00	0	82	0.21	-82
2,683	100.00	3,828	100.00	-1,145	2,831	100.00	-148	Total Miscellaneous Revenues	36,413	100.00	35,520	100.00	893	38,870	100.00	-2,457
COSales- Miscellaneous																
0	0.00	10	50.00	-10	0	0.00		0 COS-Laundry/Valet	0	0.00	120	50.00	-120	50	42.86	-50
38	1.40	25	0.65	13	0	0.00		38 COS-Vending Cost	38	0.10	300	0.84	-262	171	0.44	-133
1,047	49.05	1,120	50.00	-73	1,450	54.78		-403 COS- Market	10,615	42.38	11,335	50.00	-720	11,880	50.39	-1,265
1,085	40.43	1,155	30.16	-70	1,450	51.23	-365	Total COS- Miscellaneous	10,653	29.25	11,755	33.09	-1,102	12,101	31.13	-1,448
0	0.00	300	93.75	-300	775	100.00		-775 Banquet Room Rental	3,150	94.03	3,600	93.75	-450	4,750	99.06	-1,600
0	0.00	10	3.13	-10	0	0.00		0 Banquet Room F & B	0	0.00	120	3.13	-120	45	0.94	-45
0	0.00	10	3.13	-10	0	0.00		0 Banquet Room AV Rental	200	5.97	120	3.13	80	0	0.00	200
0	0.00	320	100.00	-320	775	100.00	-775	Total Meeting Room Revenues	3,350	100.00	3,840	100.00	-490	4,795	100.00	-1,445
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00		0 COS-Banquet Room AV	80	2.40	0	0.00	80	0	0.00	80
1,598	59.57	2,993	78.20	-1,395	2,156	76.15	-557	Total Miscellaneous Profit	29,030	79.72	27,605	77.72	1,425	31,564	81.20	-2,534

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,079	2.32	4,471	1.75	-392	4,163	1.63	-84	General Manager	45,196	1.81	51,497	1.74	-6,301	43,500	1.50	1,696
2,497	1.42	2,809	1.10	-312	2,603	1.02	-106	Assistant General Manager	28,338	1.14	32,846	1.11	-4,508	29,417	1.01	-1,079
1,991	1.13	1,793	0.70	198	1,487	0.58	504	Operations Manager	14,504	0.58	20,940	0.71	-6,436	24,712	0.85	-10,208
755	0.43	753	0.29	2	736	0.29	19	Payroll Taxes	7,898	0.32	8,752	0.30	-854	8,631	0.30	-733
535	0.30	694	0.27	-159	576	0.23	-42	Employee Benefits	6,434	0.26	8,328	0.28	-1,894	8,001	0.28	-1,566
193	0.11	0	0.00	193	320	0.13	-127	Vacation /PTO	9,832	0.39	0	0.00	9,832	4,106	0.14	5,726
1,084	0.62	0	0.00	1,084	1,019	0.40	64	Holiday	3,511	0.14	0	0.00	3,511	3,361	0.12	150
0	0.00	458	0.18	-458	0	0.00	0	Bonus/Incentive Pay	4,016	0.16	5,500	0.19	-1,484	5,017	0.17	-1,001
11,133	6.34	10,978	4.29	154	10,905	4.27	228	Total P/R & R/B- A&G	119,730	4.80	127,863	4.32	-8,132	126,745	4.36	-7,015
Operating Expenses- A&G																
1,428	0.81	2,500	0.98	-1,072	1,802	0.71	-374	Employee Relations	2,719	0.11	7,150	0.24	-4,431	6,252	0.22	-3,533
4,000	2.28	2,000	0.78	2,000	2,000	0.78	2,000	Accounting Fees	26,000	1.04	24,000	0.81	2,000	24,011	0.83	1,989
876	0.50	825	0.32	51	741	0.29	135	Data Processing	11,561	0.46	11,335	0.38	226	10,918	0.38	643
156	0.09	448	0.18	-292	322	0.13	-167	Office Supplies	3,349	0.13	4,534	0.15	-1,185	4,502	0.15	-1,153
76	0.04	76	0.03	0	76	0.03	0	Muzak	760	0.03	912	0.03	-152	911	0.03	-151
0	0.00	270	0.11	-270	377	0.15	-377	Travel & Lodging	1,399	0.06	4,240	0.14	-2,841	4,952	0.17	-3,553
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	0	0.00	0	0.00	0	34	0.00	-34
0	0.00	52	0.02	-52	55	0.02	-55	Telephone	147	0.01	626	0.02	-479	613	0.02	-466
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	3,640	0.15	2,379	0.08	1,261	2,469	0.08	1,171
110	0.06	75	0.03	35	135	0.05	-26	Postage	660	0.03	760	0.03	-100	891	0.03	-230
0	0.00	0	0.00	0	0	0.00	0	Recruitment	779	0.03	828	0.03	-49	1,380	0.05	-601
47	0.03	135	0.05	-88	123	0.05	-76	Employment Screening/ Drug Testing	875	0.04	1,620	0.05	-745	1,285	0.04	-410
0	0.00	75	0.03	-75	333	0.13	-333	Training	1,302	0.05	2,500	0.08	-1,198	3,123	0.11	-1,821
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	148	0.01	0	0.00	148	0	0.00	148
0	0.00	493	0.19	-493	0	0.00	0	Security Service	803	0.03	2,572	0.09	-1,769	1,291	0.04	-488
150	0.09	165	0.06	-15	150	0.06	0	Dues/Subscriptions	1,532	0.06	2,030	0.07	-498	2,920	0.10	-1,388
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	29	0.00	-29
4,338	2.47	6,731	2.63	-2,393	5,347	2.09	-1,009	Credit Card Commissions	60,064	2.41	77,912	2.63	-17,849	74,321	2.56	-14,257
0	0.00	0	0.00	0	60	0.02	-60	Cash Over/Short	-31	0.00	0	0.00	-31	-105	0.00	74
34	0.02	30	0.01	4	31	0.01	3	Equipment Rental	405	0.02	360	0.01	45	413	0.01	-8
542	0.31	435	0.17	107	715	0.28	-173	Payroll Services	6,458	0.26	6,975	0.24	-517	7,452	0.26	-993
737	0.42	1,040	0.41	-303	1,022	0.40	-285	Bank Charges	11,530	0.46	12,480	0.42	-950	12,283	0.42	-752
342	0.19	0	0.00	342	7	0.00	335	Chargebacks	1,020	0.04	0	0.00	1,020	318	0.01	702
0	0.00	0	0.00	0	19	0.01	-19	Sales Tax Variance	0	0.00	0	0.00	0	19	0.00	-19
1,586	0.90	1,404	0.55	182	2,315	0.91	-729	Workers Comp Insurance	12,844	0.52	18,602	0.63	-5,758	20,410	0.70	-7,567
14,422	8.21	16,754	6.55	-2,332	15,630	6.12	-1,208	Total Operating- A&G	147,965	5.94	181,816	6.14	-33,851	180,692	6.22	-32,727
25,555	14.55	27,732	10.84	-2,178	26,535	10.40	-980	Total Expenses- A&G	267,696	10.74	309,679	10.46	-41,983	307,437	10.57	-39,742

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

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SALES DEPARTMENT																
SALES																
P/R & R/B																
2,801	1.60	3,075	1.20	-274	2,791	1.09		10 Director of Sales	31,153	1.25	36,044	1.22	-4,892	32,261	1.11	-1,109
0	0.00	0	0.00	0	0	0.00		0 Sales Manager	33	0.00	0	0.00	33	110	0.00	-77
337	0.19	845	0.33	-509	717	0.28		-381 Revenue Management	5,136	0.21	10,143	0.34	-5,007	8,940	0.31	-3,805
0	0.00	172	0.07	-172	0	0.00		0 E Commerce Management	516	0.02	2,066	0.07	-1,549	0	0.00	516
0	0.00	1,007	0.39	-1,007	1,453	0.57		-1,453 Sales Coordinator	4,149	0.17	11,887	0.40	-7,738	16,057	0.55	-11,908
301	0.17	320	0.12	-18	306	0.12		-5 Payroll Taxes	3,056	0.12	3,772	0.13	-716	3,725	0.13	-669
567	0.32	706	0.28	-139	508	0.20		59 Employee Benefits	5,789	0.23	8,472	0.29	-2,683	8,308	0.29	-2,520
772	0.44	0	0.00	772	135	0.05		637 Vacation / PTO	6,192	0.25	0	0.00	6,192	2,041	0.07	4,151
270	0.15	0	0.00	270	536	0.21		-265 Holiday	1,380	0.06	0	0.00	1,380	1,446	0.05	-67
0	0.00	142	0.06	-142	0	0.00		0 Bonus/Incentive Pay	1,556	0.06	1,700	0.06	-144	1,442	0.05	115
5,048	2.87	6,267	2.45	-1,218	6,446	2.53		-1,398 Total P/R & R/B- Sales	58,959	2.37	74,084	2.50	-15,124	74,331	2.56	-15,372
Operating Expenses- Sales																
0	0.00	30	0.01	-30	68	0.03		-68 Printing & Stationary	0	0.00	360	0.01	-360	175	0.01	-175
0	0.00	30	0.01	-30	103	0.04		-103 Office Supplies	0	0.00	360	0.01	-360	494	0.02	-494
0	0.00	50	0.02	-50	42	0.02		-42 Travel & Lodging	83	0.00	1,425	0.05	-1,342	1,711	0.06	-1,627
0	0.00	50	0.02	-50	0	0.00		0 Meals & Entertainment	8	0.00	800	0.03	-792	492	0.02	-484
16	0.01	50	0.02	-34	62	0.02		-46 Promotions	1,057	0.04	3,160	0.11	-2,103	2,695	0.09	-1,638
0	0.00	25	0.01	-25	50	0.02		-50 Telephone	25	0.00	300	0.01	-275	300	0.01	-275
0	0.00	10	0.00	-10	0	0.00		0 Postage	0	0.00	120	0.00	-120	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Sales Training	237	0.01	125	0.00	112	559	0.02	-322
132	0.08	532	0.21	-400	209	0.08		-77 Dues & Subscriptions	2,900	0.12	4,962	0.17	-2,062	2,849	0.10	51
0	0.00	0	0.00	0	0	0.00		0 Trade Show	0	0.00	300	0.01	-300	21	0.00	-21
0	0.00	0	0.00	0	0	0.00		0 Outdoor Advertising	1,800	0.07	2,100	0.07	-300	2,100	0.07	-300
0	0.00	200	0.08	-200	200	0.08		-200 e Commerce Costs	814	0.03	2,400	0.08	-1,586	2,185	0.08	-1,371
465	0.26	398	0.16	67	78	0.03		387 Brand Paid Search	5,112	0.21	4,030	0.14	1,082	4,429	0.15	684
0	0.00	200	0.08	-200	0	0.00		0 Internet Advertising	600	0.02	3,500	0.12	-2,900	464	0.02	136
0	0.00	100	0.04	-100	0	0.00		0 Collateral	0	0.00	600	0.02	-600	0	0.00	0
613	0.35	1,675	0.65	-1,062	812	0.32		-199 Total Operating- Sales	12,637	0.51	24,542	0.83	-11,905	18,473	0.64	-5,836
5,661	3.22	7,942	3.11	-2,281	7,258	2.84		-1,597 Total Expenses-Sales	71,596	2.87	98,626	3.33	-27,030	92,804	3.19	-21,208

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
2,720	1.55	2,579	1.04	141	2,673	1.07	47	Chief Engineer	9,853	0.43	29,711	1.18	-19,858	27,559	1.11	-17,707
3,073	1.75	3,469	1.39	-396	3,409	1.37	-336	General Maintenance	41,594	1.82	40,956	1.63	638	30,300	1.22	11,294
494	0.28	423	0.17	71	517	0.21	-23	Payroll Taxes	3,958	0.17	4,947	0.20	-989	4,587	0.18	-629
19	0.01	561	0.23	-542	403	0.16	-385	Employee Benefits	1,764	0.08	6,732	0.27	-4,968	6,341	0.26	-4,577
380	0.22	0	0.00	380	334	0.13	47	Holiday	1,431	0.06	0	0.00	1,431	1,281	0.05	150
12	0.01	0	0.00	12	0	0.00	12	Vacation /PTO	1,508	0.07	0	0.00	1,508	1,954	0.08	-445
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	375	0.02	-375
6,698	3.81	7,032	2.83	-334	7,336	2.95	-638	Total P/R & Related Expenses- Maintenance	60,108	2.63	82,346	3.27	-22,238	72,397	2.92	-12,289
Operating Expenses- R & M																
0	0.00	50	0.02	-50	794	0.32	-794	Laundry Equipment	120	0.01	504	0.02	-384	1,141	0.05	-1,021
108	0.06	174	0.07	-66	26	0.01	83	Building Maintenance	3,385	0.15	1,763	0.07	1,622	1,322	0.05	2,063
0	0.00	224	0.09	-224	232	0.09	-232	Light Bulbs	1,292	0.06	2,267	0.09	-975	2,417	0.10	-1,125
10	0.01	100	0.04	-90	0	0.00	10	Electrical & Mechanical	289	0.01	1,008	0.04	-718	500	0.02	-210
0	0.00	174	0.07	-174	0	0.00	0	HVAC	884	0.04	1,763	0.07	-879	759	0.03	126
32	0.02	199	0.08	-167	26	0.01	6	Plumbing & Boiler	1,078	0.05	2,015	0.08	-937	223	0.01	855
275	0.16	325	0.13	-50	275	0.11	0	Pool	3,192	0.14	3,900	0.15	-708	3,322	0.13	-129
972	0.55	1,000	0.40	-28	945	0.38	27	Grounds & Landscaping	10,989	0.48	12,000	0.48	-1,011	14,024	0.56	-3,035
0	0.00	75	0.03	-75	0	0.00	0	Furniture & Fixtures	22	0.00	756	0.03	-733	957	0.04	-935
82	0.05	50	0.02	32	13	0.01	69	Painting	242	0.01	504	0.02	-261	103	0.00	139
0	0.00	3,500	1.41	-3,500	2,725	1.10	-2,725	Carpet & Floor	723	0.03	7,750	0.31	-7,027	5,804	0.23	-5,081
0	0.00	0	0.00	0	0	0.00	0	Kitchen Equipment	434	0.02	0	0.00	434	585	0.02	-151
0	0.00	0	0.00	0	190	0.08	-190	Locks & Keys	51	0.00	1,000	0.04	-949	212	0.01	-161
-220	-0.13	0	0.00	-220	0	0.00	-220	Radio & TV	-570	-0.02	0	0.00	-570	11	0.00	-581
127	0.07	397	0.16	-269	229	0.09	-102	Exterminating	3,801	0.17	4,760	0.19	-959	7,496	0.30	-3,695
134	0.08	0	0.00	134	870	0.35	-736	Fire & Safety	3,942	0.17	2,830	0.11	1,112	5,888	0.24	-1,945
760	0.43	0	0.00	760	0	0.00	760	Elevator	7,533	0.33	5,486	0.22	2,048	5,505	0.22	2,029
2,279	1.29	6,267	2.52	-3,987	6,324	2.54	-4,045	Total Operating - R & M	37,409	1.64	48,305	1.92	-10,896	50,268	2.02	-12,859
8,977	5.10	13,299	5.35	-4,322	13,660	5.49	-4,683	Total Expenses- R & M	97,517	4.27	130,650	5.19	-33,134	122,664	4.94	-25,148

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
5,644	3.21	6,446	2.59	-802	9,882	3.97	-4,238	Electricity	76,591	3.36	83,505	3.32	-6,914	85,083	3.43	-8,492
2,379	1.35	2,222	0.89	157	2,179	0.88	199	Gas	18,256	0.80	24,768	0.98	-6,512	21,437	0.86	-3,180
2,516	1.43	3,401	1.37	-885	3,449	1.39	-933	Water & Sewer	33,828	1.48	39,644	1.57	-5,816	41,346	1.66	-7,517
1,272	0.72	1,161	0.47	111	1,140	0.46	132	Waste Removal	14,467	0.63	13,932	0.55	535	14,045	0.57	423
11,810	6.71	13,230	5.32	-1,420	16,650	6.69	-4,840	Total Expenses- Utilities	143,143	6.27	161,849	6.43	-18,706	161,910	6.52	-18,767

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
9,389	5.43	12,641	5.02	-3,252	12,581	5.00	-3,193	Franchise Fees/ Royalties	125,247	5.11	146,525	5.01	-21,277	143,219	5.00	-17,972
7,955	4.60	13,311	5.29	-5,356	11,497	4.57	-3,542	Advertising	112,918	4.60	134,756	4.61	-21,838	131,996	4.61	-19,078
1,020	0.59	3,084	1.23	-2,064	2,357	0.94	-1,336	Frequent Traveler	23,196	0.95	36,745	1.26	-13,548	31,994	1.12	-8,797
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	138	0.01	0	0.00	138	0	0.00	138
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	3,426	0.14	2,334	0.08	1,092	1,531	0.05	1,895
18,364	10.62	29,036	11.54	-10,672	26,435	10.51	-8,071	Total Franchise Fees Expense	264,925	10.80	320,359	10.96	-55,434	308,740	10.78	-43,815

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MANAGEMENT FEES																
4,391	2.50	6,398	2.50	-2,007	6,381	2.50	-1,990	Management Fees	62,318	2.50	74,061	2.50	-11,743	72,694	2.50	-10,376
13,765	7.84	0	0.00	13,765	0	0.00	13,765	Management Fees- Owner	28,985	1.16	0	0.00	28,985	0	0.00	28,985
18,156	10.34	6,398	2.50	11,758	6,381	2.50	11,775	Total Management Fees Expense	91,303	3.66	74,061	2.50	17,242	72,694	2.50	18,609

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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FIXED EXPENSES																
29,205	16.63	29,204	11.42	0	27,662	10.84	1,543	Ground Lease	344,982	13.84	343,419	11.60	1,563	334,228	11.50	10,755
5,708	3.25	10,237	4.00	-4,529	-85,062	-33.33	90,770	FF & E Reserve	68,498	2.75	118,498	4.00	-50,000	0	0.00	68,498
7,844	4.47	7,844	3.07	0	22,088	8.65	-14,243	Real Estate Tax	94,130	3.78	94,130	3.18	0	103,931	3.57	-9,801
1,363	0.78	1,363	0.53	0	-6,754	-2.65	8,117	Personal Property Tax	16,358	0.66	16,358	0.55	0	6,603	0.23	9,755
5,305	3.02	4,282	1.67	1,023	4,089	1.60	1,215	Insurance	55,184	2.21	53,141	1.79	2,043	50,851	1.75	4,333
49,425	28.14	52,931	20.69	-3,505	-37,977	-14.88	87,403	TOTAL FIXED EXPENSES	579,153	23.23	625,546	21.13	-46,394	495,613	17.05	83,540

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Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Penalties & Interest	8	0.00	0	0.00	8	0	0.00	8
2,398	1.37	0	0.00	2,398	464	0.18	1,935	Owners Expense	29,491	1.18	0	0.00	29,491	23,582	0.81	5,909
37,607	21.41	0	0.00	37,607	55,499	21.74	-17,892	Depreciation	451,284	18.10	0	0.00	451,284	469,176	16.14	-17,892
2,282	1.30	0	0.00	2,282	2,276	0.89	6	Amortization Expense	27,384	1.10	0	0.00	27,384	27,378	0.94	6
21,100	12.01	21,100	8.25	0	21,100	8.27	0	Interest Expense	252,888	10.15	253,196	8.55	-308	254,866	8.77	-1,977
15,439	8.79	2,559	1.00	12,880	2,552	1.00	12,887	Asset Management Fee	24,927	1.00	29,624	1.00	-4,698	29,072	1.00	-4,145
2,032	1.16	0	0.00	2,032	-20,844	-8.17	22,876	Extraordinary Expenses	13,014	0.52	0	0.00	13,014	0	0.00	13,014
0	0.00	0	0.00	0	-6,977	-2.73	6,977	GB 1 YE AJE	0	0.00	0	0.00	0	-23,195	-0.80	23,195
0	0.00	0	0.00	0	14,788	5.79	-14,788	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	14,788	0.51	-14,788
1,898		0		1,898	0		1,898	Ground Lease Tax	18,526		0		18,526	0		18,526
82,757	47.12	23,659	9.25	59,098	68,858	26.98	13,899	Total Other	817,522	32.80	282,821	9.55	534,701	795,667	27.37	21,855

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Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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SUMMARY																
3,596		3,596		0	3,596		0	Total Rooms Available	42,456		42,456		0	42,340		116
1,852		3,035		-1,183	3,035		-1,183	Total Rooms Sold	15,237		32,914		-17,677	32,051		-16,814
51.50%		84.40%		-32.90%	84.40%		-32.90%	Occupancy %	35.89%		77.52%		-41.64%	75.70%		-39.81%
70.38		120.63		-50.25	122.19		-51.81	Average Rate	94.07		111.37		-17.30	112.08		-18.01
36.25		101.81		-65.57	103.12		-66.88	REVPAR	33.76		86.34		-52.58	84.84		-51.08
REVENUES																
130,346	99.12	366,125	98.67	-235,779	370,837	98.86	-240,491	ROOMS	1,433,330	98.79	3,665,486	98.53	-2,232,157	3,592,209	98.57	-2,158,880
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,157	0.88	4,951	1.33	-3,793	4,282	1.14	-3,124	MISCELLANEOUS	17,619	1.21	54,639	1.47	-37,020	52,108	1.43	-34,489
131,503	100.00	371,076	100.00	-239,572	375,119	100.00	-243,615	TOTAL REVENUES	1,450,948	100.00	3,720,125	100.00	-2,269,177	3,644,317	100.00	-2,193,369
DEPARTMENT EXPENSES																
27,545	21.13	78,883	21.55	-51,338	89,205	24.06	-61,660	ROOMS EXPENSE	360,705	25.17	862,977	23.54	-502,272	818,279	22.78	-457,574
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
249	21.48	2,558	51.68	-2,310	2,026	47.33	-1,778	MISCELLANEOUS EXPENSE	7,552	42.86	27,896	51.06	-20,344	25,848	49.60	-18,296
27,794	21.14	81,442	21.95	-53,648	91,232	24.32	-63,438	TOTAL DEPARTMENTAL EXPENSES	368,257	25.38	890,873	23.95	-522,616	844,127	23.16	-475,870
DEPARTMENTAL PROFIT																
102,801	78.87	287,242	78.45	-184,441	281,632	75.94	-178,831	ROOMS PROFIT	1,072,624	74.83	2,802,509	76.46	-1,729,884	2,773,930	77.22	-1,701,306
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
909	78.52	2,392	48.32	-1,483	2,255	52.67	-1,346	MISCELLANEOUS PROFIT	10,067	57.14	26,743	48.94	-16,676	26,260	50.40	-16,193
103,710	78.86	289,634	78.05	-185,924	283,887	75.68	-180,177	TOTAL DEPARTMENTAL PROFIT	1,082,691	74.62	2,829,252	76.05	-1,746,560	2,800,190	76.84	-1,717,499
16,469	12.52	31,497	8.49	-15,029	29,519	7.87	-13,050	A & G EXPENSE	219,254	15.11	349,952	9.41	-130,698	349,060	9.58	-129,806
1,713	1.30	1,821	0.49	-108	-807	-0.22	2,521	TELECOM	19,404	1.34	22,096	0.59	-2,692	17,807	0.49	1,598
8,736	6.64	12,650	3.41	-3,914	8,249	2.20	487	SALES & MARKETING EXPENSES	82,113	5.66	133,403	3.59	-51,289	122,745	3.37	-40,632
11,280	8.58	38,029	10.25	-26,748	36,889	9.83	-25,609	FRANCHISE FEES	160,543	11.06	385,931	10.37	-225,387	379,890	10.42	-219,347
8,813	6.70	15,006	4.04	-6,193	13,702	3.65	-4,889	MAINTENANCE EXPENSES	101,670	7.01	175,440	4.72	-73,770	173,011	4.75	-71,341
8,732	6.64	12,036	3.24	-3,304	15,655	4.17	-6,923	UTILITIES EXPENSE	107,469	7.41	149,861	4.03	-42,392	142,320	3.91	-34,851
55,743	42.39	111,039	29.92	-55,296	103,207	27.51	-47,464	TOTAL ADMIN EXPENSES	690,455	47.59	1,216,683	32.71	-526,228	1,184,833	32.51	-494,378
47,966	36.48	178,595	48.13	-130,628	180,679	48.17	-132,713	HOUSE PROFIT	392,237	27.03	1,612,569	43.35	-1,220,333	1,615,357	44.33	-1,223,121
FIXED EXPENSES																
17,046	12.96	9,282	2.50	7,764	9,378	2.50	7,668	MANAGEMENT FEES	65,243	4.50	93,061	2.50	-27,817	91,115	2.50	-25,872
62,780	47.74	63,133	17.01	-354	-91,975	-24.52	154,754	FIXED EXPENSES	740,739	51.05	731,183	19.65	9,557	573,617	15.74	167,122

-31,859	-24.23	106,179	28.61	-138,038	263,276	70.18	-295,135 NET OPERATING INCOME	-413,746	-28.52	788,326	21.19	-1,202,072	950,625	26.09	-1,364,371
105,189	79.99	34,756	9.37	70,433	-16,211	-4.32	121,399 Other	1,222,763	84.27	409,743	11.01	813,020	1,094,882	30.04	127,882
-137,048	-104.22	71,423	19.25	-208,471	279,486	74.51	-416,535 N.I. after Other	-1,636,509	-112.79	378,583	10.18	-2,015,092	-144,256	-3.96	-1,492,253
-71,899		71,423		-143,322	224,580		-296,480 Cash before Depreciation/Amortization	-854,721		378,583		-1,233,304	517,477		-1,372,198

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For Property: Fairfield Inn & Suites Orlando (Capstone)

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ROOMS DEPARTMENT																
ROOMS REVENUE																
49,045	37.63	100,155	27.36	-51,110	98,912	26.67	-49,867	Rack/ Premium	471,204	32.87	1,259,869	34.37	-788,665	1,109,763	30.89	-638,559
58,991	45.26	147,137	40.19	-88,145	133,773	36.07	-74,781	Discounts - Other	542,236	37.83	1,126,379	30.73	-584,143	1,216,215	33.86	-673,979
556	0.43	42,733	11.67	-42,177	43,082	11.62	-42,526	Government	53,901	3.76	214,026	5.84	-160,125	244,832	6.82	-190,931
9,936	7.62	31,564	8.62	-21,628	30,806	8.31	-20,871	Locally Negotiated Rate	206,523	14.41	456,141	12.44	-249,618	535,595	14.91	-329,072
0	0.00	6,599	1.80	-6,599	6,422	1.73	-6,422	Redemption Revenue	18,879	1.32	88,941	2.43	-70,062	90,975	2.53	-72,096
118,528	90.93	328,187	89.64	-209,660	312,995	84.40	-194,467	Total Transient Revenue	1,292,742	90.19	3,145,357	85.81	-1,852,614	3,197,379	89.01	-1,904,637
ROOM STATISTICS																
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
11,440	8.78	37,937	10.36	-26,497	56,301	15.18	-44,861	Group- Corporate	134,147	9.36	520,129	14.19	-385,983	380,470	10.59	-246,323
11,440	8.78	37,937	10.36	-26,497	56,301	15.18	-44,861	Total Group Revenue	134,147	9.36	520,129	14.19	-385,983	380,470	10.59	-246,323
378	0.29	0	0.00	378	1,541	0.42	-1,163	Guaranteed No-Show	6,440	0.45	0	0.00	6,440	14,360	0.40	-7,920
130,346	100.00	366,125	100.00	-235,779	370,837	100.00	-240,491	Total Rooms Revenue	1,433,330	100.00	3,665,486	100.00	-2,232,157	3,592,209	100.00	-2,158,880
Other Room Stats																
556	30	668	22	-112	660	22	-104	Rack/ Premium Rooms	3,895	26	9,108	28	-5,213	7,930	25	-4,035
973	53	1,457	48	-484	1,315	43	-342	Discounts - Other Rooms	7,239	48	12,283	37	-5,044	13,404	42	-6,165
4	0	334	11	-330	336	11	-332	Government Rooms	351	2	1,624	5	-1,273	1,856	6	-1,505
143	8	304	10	-161	288	9	-145	Locally Negotiated Corporate Rooms	2,356	15	4,764	14	-2,408	5,500	17	-3,144
1,676	90	2,762	90	-1,086	2,599	86	-923	Total Transient Stats	13,841	91	27,780	84	-13,939	28,690	90	-14,849
Other Room Stats																
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
176	10	304	10	-128	436	14	-260	Group- Corporate Rooms	1,396	9	5,165	16	-3,769	3,361	10	-1,965
176	10	304	10	-128	436	14	-260	Total Group Stats	1,396	9	5,165	16	-3,769	3,361	10	-1,965
1,852	100	3,065	100	-1,213	3,035	100	-1,183	TOTAL ROOM STATISTICS	15,237	100	32,944	100	-17,707	32,051	100	-16,814
0	0	0	0	0	-1	0	1	Comp Rooms	2	0	0	0	2	4	0	-2
24	1	0	0	24	49	2	-25	GNS Stats	311	2	0	0	311	233	1	78
63	3	0	0	63	13	0	50	Out of Order Rooms	799	5	0	0	799	59	0	740
3,383	183	0	0	3,383	5,735	189	-2,352	# of Guests	25,956	170	0	0	25,956	53,497	167	-27,541

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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ADR																
88.21		150.00		-61.79	149.87		-61.66	Rack/Premium ADR	120.98		138.32		-17.34	139.94		-18.97
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
60.63		101.00		-40.37	101.73		-41.10	Discount ADR	74.90		91.71		-16.80	90.74		-15.83
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
139.00		128.00		11.00	128.22		10.78	Government ADR	153.56		131.77		21.80	131.91		21.65
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
69.48		104.00		-34.52	106.97		-37.49	Local Negotiated ADR	87.66		95.74		-8.08	97.38		-9.72
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
70.72		118.83		-48.11	120.43		-49.71	Total Transient ADR	93.40		113.23		-19.83	111.45		-18.05
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
65.00		125.00		-60.00	129.13		-64.13	Group - Corporate ADR	96.09		100.71		-4.61	113.20		-17.11
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
65.00		125.00		-60.00	129.13		-64.13	Total Group ADR	96.09		100.71		-4.61	113.20		-17.11

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Payroll & Related Expense																
2,981	1.61	7,622	2.51	-4,641	5,150	1.70	-2,169	FD/ Guest Service Reps	33,906	2.23	82,204	2.50	-48,298	56,697	1.77	-22,791
0	0.00	3,457	1.14	-3,457	2,543	0.84	-2,543	Executive Housekeeper	19,282	1.27	40,718	1.24	-21,436	37,318	1.16	-18,036
0	0.00	2,529	0.83	-2,529	302	0.10	-302	Asst Exec Housekeeper/ Inspectress	4,191	0.28	27,280	0.83	-23,089	21,564	0.67	-17,373
0	0.00	13,910	4.58	-13,910	-10	0.00	10	Housekeepers	127	0.01	150,031	4.56	-149,904	8,298	0.26	-8,171
0	0.00	6,121	2.02	-6,121	824	0.27	-824	Housemen	931	0.06	66,017	2.01	-65,086	2,767	0.09	-1,836
0	0.00	4,451	1.47	-4,451	1,303	0.43	-1,303	Laundry	1,533	0.10	48,011	1.46	-46,478	13,220	0.41	-11,688
0	0.00	2,728	0.90	-2,728	1,595	0.53	-1,595	Comp Breakfast Hostess	3,555	0.23	32,208	0.98	-28,653	16,937	0.53	-13,382
1,092	0.59	3,100	1.02	-2,008	2,512	0.83	-1,420	Night Audit	30,865	2.03	36,600	1.11	-5,735	34,439	1.07	-3,574
339	0.18	2,248	0.74	-1,909	1,416	0.47	-1,077	Payroll Taxes	8,017	0.53	24,430	0.74	-16,413	16,006	0.50	-7,989
133	0.07	789	0.26	-656	597	0.20	-464	Employee Benefits	7,838	0.51	9,468	0.29	-1,630	9,344	0.29	-1,507
0	0.00	152	0.05	-152	807	0.27	-807	Vacation /PTO	11,946	0.78	1,646	0.05	10,301	2,053	0.06	9,894
373	0.20	745	0.25	-372	1,560	0.51	-1,187	Holiday	2,252	0.15	2,235	0.07	17	4,834	0.15	-2,582
0	0.00	152	0.05	-152	0	0.00	0	Bonus/Incentive Pay	928	0.06	1,646	0.05	-718	1,630	0.05	-703
3,590	1.94	0	0.00	3,590	2,016	0.66	1,574	Contract Labor- FD/Guest Service Reps	10,041	0.66	0	0.00	10,041	23,233	0.72	-13,192
5,206	2.81	0	0.00	5,206	19,363	6.38	-14,157	Contract Labor- Housekeepers	68,760	4.51	0	0.00	68,760	153,242	4.78	-84,482
1,154	0.62	0	0.00	1,154	1,339	0.44	-185	Contract Labor- Houseperson	8,701	0.57	0	0.00	8,701	27,352	0.85	-18,651
997	0.54	0	0.00	997	2,490	0.82	-1,493	Contract Labor- Laundry	10,900	0.72	0	0.00	10,900	39,140	1.22	-28,240
0	0.00	0	0.00	0	1,121	0.37	-1,121	Contract Labor- Comp Breakfast Host	3,439	0.23	0	0.00	3,439	12,214	0.38	-8,775
15,866	8.57	48,004	15.82	-32,138	44,927	14.80	-29,061	Total P/R & R/Benefits- Rooms	227,211	14.91	522,494	15.87	-295,283	480,288	14.99	-253,077
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	152	0.05	-152	145	0.05	-145	Newspapers	481	0.03	1,646	0.05	-1,165	1,527	0.05	-1,046
5,817	3.14	15,327	5.05	-9,510	15,841	5.22	-10,024	Comp Breakfast	49,287	3.23	166,216	5.05	-116,928	161,849	5.05	-112,562
0	0.00	55	0.02	-55	0	0.00	0	Comp Breakfast- Equipment	796	0.05	1,600	0.05	-804	534	0.02	262
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	34	0.00	-34
10	0.01	30	0.01	-20	0	0.00	10	Guest Transportation	49	0.00	329	0.01	-281	38	0.00	11
68	0.04	334	0.11	-266	455	0.15	-387	Laundry Supplies	1,527	0.10	3,621	0.11	-2,094	2,853	0.09	-1,326
297	0.16	1,487	0.49	-1,190	1,281	0.42	-984	Linen Supplies	4,452	0.29	16,128	0.49	-11,676	12,495	0.39	-8,043
1,808	0.98	1,645	0.54	163	2,225	0.73	-417	Cable TV	19,973	1.31	19,740	0.60	233	22,304	0.70	-2,331
261	0.14	261	0.09	0	522	0.17	-261	HSIA Support	5,087	0.33	3,132	0.10	1,955	4,547	0.14	540
790	0.43	880	0.29	-91	1,005	0.33	-216	Reservations Expense	5,061	0.33	9,545	0.29	-4,484	8,876	0.28	-3,814
1,070	0.58	3,339	1.10	-2,269	4,299	1.42	-3,230	Guest Room Supplies	16,342	1.07	36,205	1.10	-19,864	34,368	1.07	-18,027
475	0.26	1,153	0.38	-678	812	0.27	-337	Cleaning Supplies	4,719	0.31	12,507	0.38	-7,788	11,602	0.36	-6,883
196	0.11	554	0.18	-358	383	0.13	-187	Ecolab Core Supplies	3,234	0.21	6,558	0.20	-3,324	6,702	0.21	-3,468
747	0.40	5,372	1.77	-4,625	17,123	5.64	-16,376	Travel Agents Commission	19,414	1.27	58,258	1.77	-38,844	63,603	1.98	-44,189
0	0.00	138	0.05	-138	187	0.06	-187	Uniforms	926	0.06	3,354	0.10	-2,428	1,304	0.04	-378
0	0.00	152	0.05	-152	0	0.00	0	Walk Expense	302	0.02	1,646	0.05	-1,344	5,356	0.17	-5,054
140	0.08	0	0.00	140	0	0.00	140	COVID 19 Supplies	1,846	0.12	0	0.00	1,846	0	0.00	1,846
11,679	6.31	30,879	10.17	-19,200	44,278	14.59	-32,599	Total Operating - Rooms	133,494	8.76	340,484	10.34	-206,989	337,991	10.55	-204,497
27,545	14.87	78,883	25.99	-51,338	89,205	29.39	-61,660	Total Expenses- Rooms	360,705	23.67	862,977	26.22	-502,272	818,279	25.53	-457,574
102,801	55.51	287,242	94.64	-184,441	281,632	92.79	-178,831	Net Income- Rooms	1,072,624	70.40	2,802,509	85.15	-1,729,884	2,773,930	86.55	-1,701,306

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

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FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

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TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	16	0.00	-16	Local	12	0.00	0	0.00	12	23	0.00	-11
0	0.00	61	0.00	-61	340	0.00	-340	Long Distance	35	0.00	658	0.00	-623	703	0.00	-668
0	0.00	152	0.00	-152	252	0.00	-252	Internet Access Fees	1,198	0.00	1,646	0.00	-448	1,510	0.00	-312
0	0.00	212	0.00	-212	608	0.00	-608	Total Phone Revenues	1,245	0.00	2,304	0.00	-1,059	2,236	0.00	-991
COS- Communication																
0	0.00	660	0.18	-660	0	0.00	0	COS-Local	0	0.00	7,920	0.21	-7,920	6,597	0.18	-6,597
640	0.00	30	49.42	610	659	193.82	-19	COS-Long Distance	7,927	22,412.27	360	54.69	7,567	1,191	169.34	6,736
973	0.00	1,183	779.82	-210	-959	-379.73	1,932	COS-HSIA ISP	11,677	974.82	14,200	862.85	-2,523	11,204	742.11	473
1,613	0.00	1,873	0.00	-260	-299	0.00	1,912	Total COS- Comm	19,605	0.00	22,480	0.00	-2,875	18,992	0.00	612
-1,613	0.00	-1,661	0.00	48	907	0.00	-2,521	Gross Margin- Comm	-18,359	0.00	-20,176	0.00	1,817	-16,757	0.00	-1,603
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,045	0.00	1,200	0.00	-155	500	0.00	545
0	0.00	60	0.00	-60	0	0.00	0	Equipment Maintenance	0	0.00	720	0.00	-720	550	0.00	-550
100	0.00	160	0.00	-60	100	0.00	0	Total Operating - Comm	1,045	0.00	1,920	0.00	-875	1,050	0.00	-5
1,713	0.00	1,821	0.00	-108	-807	0.00	2,521	N.I.- Comm Dept	19,404	0.00	22,096	0.00	-2,692	17,807	0.00	1,598

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	88	1.78	-88	0	0.00	0	Laundry/Valet	48	0.27	1,056	1.93	-1,008	904	1.73	-856
0	0.00	75	1.51	-75	134	3.12	-134	Movie Income	434	2.47	900	1.65	-466	1,272	2.44	-838
185	16.01	243	4.90	-58	375	8.76	-190	Vending	1,337	7.59	2,633	4.82	-1,297	2,579	4.95	-1,243
0	0.00	0	0.00	0	-35	-0.81	35	Sundry Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	0	0.00	0	0.00	0	200	0.38	-200
10	0.86	0	0.00	10	0	0.00	10	Miscellaneous	10	0.06	0	0.00	10	118	0.23	-108
107	9.22	500	10.10	-393	1,177	27.49	-1,070	Late Cancellation Income	3,696	20.98	6,000	10.98	-2,304	8,809	16.91	-5,113
0	0.00	100	2.02	-100	-250	-5.84	250	Smoking Fee	850	4.82	1,200	2.20	-350	523	1.00	327
50	4.32	60	1.21	-10	0	0.00	50	Tax Discounts Earned	373	2.12	720	1.32	-347	570	1.09	-197
0	0.00	1,214	24.52	-1,214	1,117	26.08	-1,117	Room Service	2,034	11.54	13,166	24.10	-11,132	12,686	24.35	-10,653
805	69.59	2,671	53.95	-1,865	1,764	41.20	-959	Market Sales	8,837	50.16	28,964	53.01	-20,127	24,446	46.91	-15,609
1,157	100.00	4,951	100.00	-3,793	4,282	100.00	-3,124	Total Miscellaneous Revenues	17,619	100.00	54,639	100.00	-37,020	52,108	100.00	-34,489
COSales- Miscellaneous																
0	0.00	70	80.00	-70	0	0.00	0	COS-Laundry/Valet	38	80.00	845	80.00	-806	686	75.90	-648
0	0.00	60	1.21	-60	0	0.00	0	COS-Movies	642	3.64	720	1.32	-78	976	1.87	-335
0	0.00	0	0.00	0	0	0.00	0	COS-Gift Shop	0	0.00	0	0.00	0	0	0.00	0
0	0.00	1,093	22.07	-1,093	981	22.91	-981	COS- Room Service	1,958	11.11	11,849	21.69	-9,891	11,293	21.67	-9,335
249	30.86	1,335	50.00	-1,087	1,045	59.26	-797	COS- Market	4,914	55.60	14,482	50.00	-9,569	12,892	52.74	-7,979
249	21.48	2,558	51.68	-2,310	2,026	47.33	-1,778	Total COS- Miscellaneous	7,552	42.86	27,896	51.06	-20,344	25,848	49.60	-18,296
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
909	78.52	2,392	48.32	-1,483	2,255	52.67	-1,346	Total Miscellaneous Profit	10,067	57.14	26,743	48.94	-16,676	26,260	50.40	-16,193

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,306	3.27	6,603	1.78	-2,297	4,707	1.25	-401	General Manager	42,736	2.95	77,745	2.09	-35,009	73,628	2.02	-30,891
0	0.00	4,199	1.13	-4,199	2,637	0.70	-2,637	Assistant General Manager	32,562	2.24	49,455	1.33	-16,893	39,467	1.08	-6,905
378	0.29	823	0.22	-445	715	0.19	-337	Payroll Taxes	5,684	0.39	9,698	0.26	-4,014	9,091	0.25	-3,407
659	0.50	1,711	0.46	-1,052	1,102	0.29	-443	Employee Benefits	9,250	0.64	20,532	0.55	-11,282	18,358	0.50	-9,108
80	0.06	0	0.00	80	1,464	0.39	-1,384	Vacation /PTO	5,959	0.41	0	0.00	5,959	5,362	0.15	597
423	0.32	0	0.00	423	950	0.25	-527	Holiday	2,266	0.16	0	0.00	2,266	3,309	0.09	-1,043
0	0.00	625	0.17	-625	250	0.07	-250	Bonus/Incentive Pay	3,739	0.26	7,500	0.20	-3,761	5,976	0.16	-2,236
5,847	4.45	13,961	3.76	-8,114	11,826	3.15	-5,979	Total P/R & R/B- A&G	102,196	7.04	164,930	4.43	-62,734	155,191	4.26	-52,994
Operating Expenses- A&G																
243	0.18	2,200	0.59	-1,957	2,579	0.69	-2,336	Employee Relations	1,115	0.08	6,350	0.17	-5,235	6,116	0.17	-5,001
4,000	3.04	2,000	0.54	2,000	2,000	0.53	2,000	Accounting Fees	26,000	1.79	24,000	0.65	2,000	24,358	0.67	1,642
468	0.36	610	0.16	-142	1,053	0.28	-585	Data Processing	12,648	0.87	8,520	0.23	4,128	11,303	0.31	1,345
358	0.27	364	0.10	-6	438	0.12	-79	Office Supplies	2,105	0.15	3,950	0.11	-1,844	4,466	0.12	-2,360
45	0.03	50	0.01	-5	45	0.01	0	Muzak	474	0.03	600	0.02	-126	772	0.02	-298
0	0.00	200	0.05	-200	512	0.14	-512	Travel & Lodging	588	0.04	4,400	0.12	-3,812	5,745	0.16	-5,157
0	0.00	25	0.01	-25	0	0.00	0	Meals and Entertainment	0	0.00	300	0.01	-300	492	0.01	-492
0	0.00	105	0.03	-105	105	0.03	-105	Telephone	247	0.02	1,260	0.03	-1,013	1,110	0.03	-863
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	4,691	0.32	4,740	0.13	-49	4,738	0.13	-47
75	0.06	121	0.03	-46	186	0.05	-110	Postage	478	0.03	1,317	0.04	-839	1,608	0.04	-1,130
0	0.00	0	0.00	0	0	0.00	0	Recruitment	829	0.06	905	0.02	-76	1,273	0.03	-445
0	0.00	114	0.03	-114	110	0.03	-110	Employment Screening/ Drug Testing	840	0.06	1,368	0.04	-528	1,467	0.04	-627
0	0.00	75	0.02	-75	317	0.08	-317	Training	734	0.05	2,200	0.06	-1,466	2,864	0.08	-2,130
150	0.11	160	0.04	-10	250	0.07	-100	Dues/Subscriptions	1,577	0.11	2,020	0.05	-443	4,097	0.11	-2,520
3,164	2.41	8,874	2.39	-5,709	7,985	2.13	-4,820	Credit Card Commissions	35,778	2.47	88,966	2.39	-53,188	86,670	2.38	-50,892
0	0.00	0	0.00	0	318	0.08	-318	Cash Over/Short	50	0.00	0	0.00	50	-198	-0.01	248
30	0.02	30	0.01	0	27	0.01	3	Equipment Rental	448	0.03	360	0.01	88	1,460	0.04	-1,012
117	0.09	415	0.11	-298	351	0.09	-234	Payroll Services	3,239	0.22	6,387	0.17	-3,148	4,929	0.14	-1,691
703	0.53	1,100	0.30	-397	997	0.27	-295	Bank Charges	10,681	0.74	13,200	0.35	-2,519	12,547	0.34	-1,866
468	0.36	0	0.00	468	-1,068	-0.28	1,536	Chargebacks	5,956	0.41	0	0.00	5,956	4,842	0.13	1,114
801	0.61	1,093	0.29	-292	1,490	0.40	-689	Workers Comp Insurance	8,579	0.59	14,180	0.38	-5,601	13,210	0.36	-4,632
10,622	8.08	17,537	4.73	-6,915	17,693	4.72	-7,071	Total Operating- A&G	117,058	8.07	185,022	4.97	-67,964	193,870	5.32	-76,812
16,469	12.52	31,497	8.49	-15,029	29,519	7.87	-13,050	Total Expenses- A&G	219,254	15.11	349,952	9.41	-130,698	349,060	9.58	-129,806

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SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	1,118	0.30	-1,118	1,097	0.29	-1,097	Director of Sales	6,582	0.45	13,036	0.35	-6,454	13,107	0.36	-6,525
3,639	2.77	3,829	1.03	-190	2,982	0.79	657	Sales Manager	35,064	2.42	44,436	1.19	-9,372	40,697	1.12	-5,634
425	0.32	1,067	0.29	-642	897	0.24	-472	Revenue Management	6,485	0.45	12,802	0.34	-6,317	11,185	0.31	-4,700
0	0.00	172	0.05	-172	0	0.00	0	E Commerce Management	516	0.04	2,066	0.06	-1,549	0	0.00	516
307	0.23	396	0.11	-89	322	0.09	-16	Payroll Taxes	3,413	0.24	4,630	0.12	-1,217	4,304	0.12	-891
0	0.00	607	0.16	-607	486	0.13	-486	Employee Benefits	706	0.05	7,284	0.20	-6,578	6,787	0.19	-6,081
0	0.00	0	0.00	0	168	0.04	-168	Vacation / PTO	3,790	0.26	0	0.00	3,790	168	0.00	3,622
338	0.26	0	0.00	338	337	0.09	1	Holiday	1,353	0.09	0	0.00	1,353	1,164	0.03	189
0	0.00	425	0.11	-425	0	0.00	0	Bonus/Incentive Pay	1,215	0.08	5,100	0.14	-3,885	4,188	0.11	-2,973
4,709	3.58	7,614	2.05	-2,905	6,289	1.68	-1,581	Total P/R & R/B- Sales	59,124	4.07	89,353	2.40	-30,229	81,601	2.24	-22,477
Operating Expenses- Sales																
0	0.00	250	0.07	-250	0	0.00	0	Printing & Stationary	0	0.00	250	0.01	-250	108	0.00	-108
0	0.00	50	0.01	-50	0	0.00	0	Office Supplies	21	0.00	700	0.02	-679	442	0.01	-420
0	0.00	60	0.02	-60	73	0.02	-73	Travel & Lodging	398	0.03	1,720	0.05	-1,322	1,862	0.05	-1,464
0	0.00	575	0.15	-575	0	0.00	0	Meals & Entertainment	56	0.00	1,600	0.04	-1,544	753	0.02	-697
0	0.00	1,800	0.49	-1,800	1,250	0.33	-1,250	Promotions	370	0.03	5,250	0.14	-4,880	3,908	0.11	-3,538
0	0.00	50	0.01	-50	50	0.01	-50	Telephone	0	0.00	600	0.02	-600	600	0.02	-600
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	50	0.00	-50	0	0.00	0
0	0.00	25	0.01	-25	32	0.01	-32	Sales Training	532	0.04	550	0.01	-18	598	0.02	-65
3,807	2.89	585	0.16	3,222	20	0.01	3,787	Dues & Subscriptions	12,683	0.87	10,885	0.29	1,798	10,513	0.29	2,171
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	144	0.04	-144	200	0.05	-200	e Commerce Costs	432	0.03	1,730	0.05	-1,298	2,185	0.06	-1,753
220	0.17	800	0.22	-580	336	0.09	-116	Brand Paid Search	3,397	0.23	9,215	0.25	-5,818	7,661	0.21	-4,264
0	0.00	697	0.19	-697	0	0.00	0	Internet Advertising	395	0.03	2,091	0.06	-1,696	4,495	0.12	-4,100
0	0.00	0	0.00	0	0	0.00	0	Program Costs	4,705	0.32	9,408	0.25	-4,704	8,000	0.22	-3,296
4,027	3.06	5,036	1.36	-1,009	1,960	0.52	2,067	Total Operating- Sales	22,989	1.58	44,049	1.18	-21,060	41,144	1.13	-18,155
8,736	6.64	12,650	3.41	-3,914	8,249	2.20	487	Total Expenses-Sales	82,113	5.66	133,403	3.59	-51,289	122,745	3.37	-40,632

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,622	1.96	3,857	1.27	-235	2,520	0.83	1,102	Chief Engineer	42,386	2.78	44,768	1.36	-2,382	40,334	1.26	2,052
0	0.00	0	0.00	0	1,711	0.56	-1,711	Asst Engineer	0	0.00	0	0.00	0	31,328	0.98	-31,328
0	0.00	3,385	1.12	-3,385	0	0.00	0	General Maintenance	8,964	0.59	39,964	1.21	-31,000	0	0.00	8,964
305	0.16	536	0.18	-231	599	0.20	-295	Payroll Taxes	4,206	0.28	6,270	0.19	-2,065	6,102	0.19	-1,897
557	0.30	385	0.13	172	114	0.04	443	Employee Benefits	6,353	0.42	4,620	0.14	1,733	1,428	0.04	4,926
339	0.18	0	0.00	339	551	0.18	-212	Holiday	1,463	0.10	0	0.00	1,463	2,083	0.06	-621
0	0.00	0	0.00	0	2,265	0.75	-2,265	Vacation /PTO	3,660	0.24	0	0.00	3,660	4,130	0.13	-469
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	2,937	0.09	-2,937
4,822	2.60	8,163	2.69	-3,340	7,760	2.56	-2,937	Total P/R & Related Expenses- Maintenance	67,031	4.40	95,622	2.91	-28,591	88,342	2.76	-21,310
Operating Expenses- R & M																
2,371	1.28	243	0.08	2,128	428	0.14	1,943	Laundry Equipment	3,823	0.25	2,633	0.08	1,190	1,556	0.05	2,267
53	0.03	546	0.18	-494	371	0.12	-318	Building Maintenance	3,617	0.24	5,925	0.18	-2,308	5,653	0.18	-2,037
74	0.04	121	0.04	-47	211	0.07	-137	Light Bulbs	948	0.06	1,317	0.04	-369	1,474	0.05	-526
51	0.03	182	0.06	-131	0	0.00	51	Electrical & Mechanical	261	0.02	1,975	0.06	-1,714	684	0.02	-423
0	0.00	546	0.18	-546	466	0.15	-466	HVAC	2,417	0.16	5,925	0.18	-3,508	5,366	0.17	-2,949
35	0.02	304	0.10	-268	129	0.04	-94	Plumbing & Boiler	1,497	0.10	3,291	0.10	-1,795	3,094	0.10	-1,598
300	0.16	936	0.31	-636	915	0.30	-615	Pool	3,088	0.20	11,232	0.34	-8,144	15,047	0.47	-11,959
500	0.27	850	0.28	-350	950	0.31	-450	Grounds & Landscaping	4,553	0.30	16,520	0.50	-11,967	17,366	0.54	-12,814
0	0.00	0	0.00	0	13	0.00	-13	Signage	202	0.01	0	0.00	202	942	0.03	-740
0	0.00	50	0.02	-50	0	0.00	0	Furniture & Fixtures	441	0.03	600	0.02	-159	2,167	0.07	-1,726
0	0.00	61	0.02	-61	0	0.00	0	Painting	135	0.01	658	0.02	-523	974	0.03	-839
0	0.00	2,300	0.76	-2,300	1,880	0.62	-1,880	Carpet & Floor	855	0.06	7,900	0.24	-7,045	4,908	0.15	-4,054
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	0	0.00	0	25	0.00	-25
74	0.04	61	0.02	13	0	0.00	74	Telephone	111	0.01	658	0.02	-547	511	0.02	-401
0	0.00	0	0.00	0	0	0.00	0	Kitchen Equipment	0	0.00	0	0.00	0	156	0.00	-156
0	0.00	30	0.01	-30	0	0.00	0	Locks & Keys	-1,665	-0.11	329	0.01	-1,994	15	0.00	-1,680
0	0.00	28	0.01	-28	0	0.00	0	Radio & TV	316	0.02	826	0.03	-510	-215	-0.01	531
213	0.12	380	0.13	-167	213	0.07	0	Exterminating	2,450	0.16	4,560	0.14	-2,111	5,219	0.16	-2,769
0	0.00	0	0.00	0	0	0.00	0	License & Permits	30	0.00	0	0.00	30	30	0.00	0
168	0.09	148	0.05	20	0	0.00	168	Storage	2,045	0.13	1,776	0.05	269	1,776	0.06	269
153	0.08	57	0.02	96	367	0.12	-215	Fire & Safety	3,480	0.23	7,993	0.24	-4,513	10,745	0.34	-7,265
0	0.00	0	0.00	0	0	0.00	0	Elevator	6,036	0.40	5,700	0.17	336	7,176	0.22	-1,139
3,991	2.15	6,843	2.25	-2,852	5,943	1.96	-1,952	Total Operating - R & M	34,639	2.27	79,818	2.43	-45,179	84,669	2.64	-50,030
8,813	4.76	15,006	4.94	-6,193	13,702	4.51	-4,889	Total Expenses- R & M	101,670	6.67	175,440	5.33	-73,770	173,011	5.40	-71,341

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
4,840	2.61	4,522	1.49	318	6,734	2.22	-1,894	Electricity	54,025	3.55	67,094	2.04	-13,069	65,026	2.03	-11,001
1,046	0.56	2,525	0.83	-1,479	1,713	0.56	-668	Gas	10,175	0.67	17,574	0.53	-7,399	16,215	0.51	-6,040
2,765	1.49	4,056	1.34	-1,291	6,260	2.06	-3,495	Water & Sewer	33,572	2.20	53,993	1.64	-20,421	49,916	1.56	-16,343
82	0.04	933	0.31	-852	948	0.31	-867	Waste Removal	9,697	0.64	11,200	0.34	-1,503	11,164	0.35	-1,467
8,732	4.72	12,036	3.97	-3,304	15,655	5.16	-6,923	Total Expenses- Utilities	107,469	7.05	149,861	4.55	-42,392	142,320	4.44	-34,851

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Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
7,085	5.44	18,331	5.01	-11,247	18,542	5.00	-11,457	Franchise Fees/ Royalties	72,922	5.09	183,574	5.01	-110,652	179,568	5.00	-106,646
3,288	2.52	16,393	4.48	-13,105	16,166	4.36	-12,878	Advertising	71,392	4.98	164,169	4.48	-92,777	149,690	4.17	-78,298
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	13,636	0.38	-13,636
763	0.59	3,005	0.82	-2,241	2,129	0.57	-1,366	Frequent Traveler	14,623	1.02	32,585	0.89	-17,961	32,454	0.90	-17,830
100	0.08	300	0.08	-200	50	0.01	50	Brand Guest Fees	454	0.03	3,600	0.10	-3,147	1,775	0.05	-1,322
45	0.03	0	0.00	45	3	0.00	42	Other Franchise Cost	1,152	0.08	2,003	0.05	-850	2,767	0.08	-1,615
11,280	8.65	38,029	10.39	-26,748	36,889	9.95	-25,609	Total Franchise Fees Expense	160,543	11.20	385,931	10.53	-225,387	379,890	10.58	-219,347

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Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,288	2.50	9,282	2.50	-5,994	9,378	2.50	-6,090	Management Fees	36,273	2.50	93,061	2.50	-56,788	91,115	2.50	-54,842
13,758	10.46	0	0.00	13,758	0	0.00	13,758	Management Fees- Owner	28,970	2.00	0	0.00	28,970	0	0.00	28,970
17,046	12.96	9,282	2.50	7,764	9,378	2.50	7,668	Total Management Fees Expense	65,243	4.50	93,061	2.50	-27,817	91,115	2.50	-25,872

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
28,131	21.39	28,131	7.58	0	26,645	7.10	1,485	Ground Lease	332,299	22.90	330,793	8.89	1,506	321,940	8.83	10,359
13,064	9.93	14,149	3.81	-1,085	-139,084	-37.08	152,148	FF & E Reserve	156,768	10.80	150,247	4.04	6,522	0	0.00	156,768
15,491	11.78	15,491	4.17	0	13,245	3.53	2,246	Real Estate Tax	185,894	12.81	185,894	5.00	0	185,730	5.10	163
735	0.56	735	0.20	0	2,798	0.75	-2,063	Personal Property Tax	8,818	0.61	8,818	0.24	0	12,839	0.35	-4,021
5,359	4.08	4,628	1.25	731	4,421	1.18	938	Insurance	56,961	3.93	55,431	1.49	1,530	53,108	1.46	3,852
62,780	47.74	63,133	17.01	-354	-91,975	-24.52	154,754	TOTAL FIXED EXPENSES	740,739	51.05	731,183	19.65	9,557	573,617	15.74	167,122

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	350	0.09	-350	Owners Expense	17,218	1.19	0	0.00	17,218	13,887	0.38	3,332
62,058	47.19	0	0.00	62,058	-58,000	-15.46	120,058	Depreciation	744,696	51.32	0	0.00	744,696	624,638	17.14	120,058
3,091	2.35	0	0.00	3,091	3,094	0.82	-3	Amortization Expense	37,092	2.56	0	0.00	37,092	37,095	1.02	-3
31,043	23.61	31,043	8.37	0	31,044	8.28	-1	Interest Expense	372,059	25.64	372,519	10.01	-460	375,097	10.29	-3,038
7,309	5.56	3,713	1.00	3,596	3,751	1.00	3,558	Asset Management Fee	14,509	1.00	37,224	1.00	-22,715	36,442	1.00	-21,933
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-42	0.00	0	0.00	-42	-778	-0.02	736
0	0.00	0	0.00	0	-11,318	-3.02	11,318	Extraordinary Expenses	20,759	1.43	0	0.00	20,759	0	0.00	20,759
0	0.00	0	0.00	0	-5,042	-1.34	5,042	GB 1 YE AJE	0	0.00	0	0.00	0	-11,409	-0.31	11,409
0	0.00	0	0.00	0	19,911	5.31	-19,911	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	19,911	0.55	-19,911
1,688		0		1,688	0		1,688	Ground Lease Tax	16,472		0		16,472	0		16,472
105,189	79.99	34,756	9.37	70,433	-16,211	-4.32	121,399	Total Other	1,222,763	84.27	409,743	11.01	813,020	1,094,882	30.04	127,882

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Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
2,697		2,697		0	2,697		0	Total Rooms Available	31,842		31,842		0	31,755		87
1,389		2,205		-816	2,205		-816	Total Rooms Sold	17,704		25,661		-7,957	25,426		-7,722
51.50%		81.76%		-30.26%	81.76%		-30.26%	Occupancy %	55.60%		80.59%		-24.99%	80.07%		-24.47%
95.99		122.97		-26.98	125.79		-29.80	Average Rate	115.13		126.23		-11.10	124.95		-9.82
49.44		100.54		-51.10	102.84		-53.40	REVPAR	64.01		101.73		-37.71	100.05		-36.04
REVENUES																
133,328	98.30	271,148	98.37	-137,820	277,360	98.73	-144,032	ROOMS	2,038,335	97.89	3,239,227	98.38	-1,200,892	3,177,076	98.38	-1,138,741
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,305	1.70	4,494	1.63	-2,189	3,573	1.27	-1,268	MISCELLANEOUS	43,989	2.11	53,326	1.62	-9,337	52,279	1.62	-8,289
135,633	100.00	275,642	100.00	-140,009	280,933	100.00	-145,300	TOTAL REVENUES	2,082,324	100.00	3,292,552	100.00	-1,210,228	3,229,354	100.00	-1,147,030
DEPARTMENT EXPENSES																
34,821	26.12	55,988	20.65	-21,167	56,425	20.34	-21,604	ROOMS EXPENSE	428,287	21.01	648,412	20.02	-220,124	606,659	19.09	-178,371
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
419	18.16	845	18.80	-426	842	23.57	-424	MISCELLANEOUS EXPENSE	3,995	9.08	9,839	18.45	-5,844	8,119	15.53	-4,124
35,240	25.98	56,833	20.62	-21,593	57,267	20.38	-22,027	TOTAL DEPARTMENTAL EXPENSES	432,282	20.76	658,251	19.99	-225,968	614,777	19.04	-182,495
DEPARTMENTAL PROFIT																
98,507	73.88	215,160	79.35	-116,653	220,935	79.66	-122,428	ROOMS PROFIT	1,610,048	78.99	2,590,815	79.98	-980,767	2,570,417	80.91	-960,370
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,886	81.84	3,649	81.20	-1,763	2,731	76.43	-845	MISCELLANEOUS PROFIT	39,994	90.92	43,487	81.55	-3,493	44,160	84.47	-4,166
100,393	74.02	218,809	79.38	-118,416	223,666	79.62	-123,273	TOTAL DEPARTMENTAL PROFIT	1,650,042	79.24	2,634,302	80.01	-984,260	2,614,577	80.96	-964,535
19,440	14.33	24,826	9.01	-5,386	23,934	8.52	-4,494	A & G EXPENSE	233,607	11.22	288,396	8.76	-54,789	281,261	8.71	-47,653
1,775	1.31	1,775	0.64	0	2,118	0.75	-343	TELECOM	21,582	1.04	22,340	0.68	-758	21,624	0.67	-42
7,168	5.29	8,216	2.98	-1,048	6,994	2.49	175	SALES & MARKETING EXPENSES	50,292	2.42	97,935	2.97	-47,643	88,529	2.74	-38,237
12,827	9.46	34,862	12.65	-22,036	37,792	13.45	-24,965	FRANCHISE FEES	263,392	12.65	414,357	12.58	-150,965	422,667	13.09	-159,275
6,787	5.00	9,665	3.51	-2,878	11,218	3.99	-4,431	MAINTENANCE EXPENSES	102,768	4.94	127,038	3.86	-24,269	121,616	3.77	-18,848
6,345	4.68	7,984	2.90	-1,639	11,587	4.12	-5,243	UTILITIES EXPENSE	93,917	4.51	117,748	3.58	-23,831	121,727	3.77	-27,809
54,341	40.06	87,328	31.68	-32,987	93,642	33.33	-39,300	TOTAL ADMIN EXPENSES	765,559	36.76	1,067,814	32.43	-302,255	1,057,423	32.74	-291,864
46,052	33.95	131,481	47.70	-85,429	130,024	46.28	-83,972	HOUSE PROFIT	884,483	42.48	1,566,487	47.58	-682,004	1,557,154	48.22	-672,671
FIXED EXPENSES																
14,399	10.62	6,893	2.50	7,507	7,025	2.50	7,374	MANAGEMENT FEES	78,280	3.76	82,333	2.50	-4,054	80,745	2.50	-2,465
49,035	36.15	48,407	17.56	629	-116,752	-41.56	165,788	FIXED EXPENSES	575,998	27.66	573,880	17.43	2,118	426,300	13.20	149,698

-17,383	-12.82	76,182	27.64	-93,565	239,751	85.34	-257,134 NET OPERATING INCOME	230,206	11.06	910,275	27.65	-680,069	1,050,110	32.52	-819,904
113,496	83.68	42,289	15.34	71,207	-95,047	-33.83	208,543 Other	1,238,491	59.48	507,313	15.41	731,179	1,086,746	33.65	151,745
-130,879	-96.50	33,893	12.30	-164,772	334,799	119.17	-465,678 N.I. after Other	-1,008,286	-48.42	402,962	12.24	-1,411,248	-36,636	-1.13	-971,649
-72,985		33,893		-106,878	202,907		-275,892 Cash before Depreciation/Amortization	-313,558		402,962		-716,520	526,200		-839,757

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Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
49,094	36.82	76,734	28.30	-27,640	78,429	28.28	-29,335	Rack/ Premium	558,479	27.40	858,565	26.51	-300,085	836,242	26.32	-277,762
1,211	0.91	4,763	1.76	-3,552	5,520	1.99	-4,309	Corporate	41,397	2.03	132,561	4.09	-91,164	103,769	3.27	-62,371
53,842	40.38	82,026	30.25	-28,184	82,960	29.91	-29,118	Discounts - Other	658,759	32.32	880,234	27.17	-221,475	751,725	23.66	-92,965
4,478	3.36	8,908	3.29	-4,430	8,260	2.98	-3,782	Government	76,771	3.77	129,294	3.99	-52,524	113,043	3.56	-36,273
21,510	16.13	74,507	27.48	-52,997	75,818	27.34	-54,308	Locally Negotiated Rate	498,092	24.44	632,531	19.53	-134,439	657,303	20.69	-159,211
-198	-0.15	0	0.00	-198	-782	-0.28	585	Allowances	-7,380	-0.36	0	0.00	-7,380	-16,014	-0.50	8,634
129,937	97.46	246,937	91.07	-117,000	250,205	90.21	-120,267	Total Transient Revenue	1,826,119	89.59	2,633,186	81.29	-807,067	2,446,067	76.99	-619,948
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
2,809	2.11	24,211	8.93	-21,402	25,874	9.33	-23,065	Group- Corporate	205,333	10.07	606,041	18.71	-400,708	720,493	22.68	-515,160
2,809	2.11	24,211	8.93	-21,402	25,874	9.33	-23,065	Total Group Revenue	205,333	10.07	606,041	18.71	-400,708	720,493	22.68	-515,160
582	0.44	0	0.00	582	1,282	0.46	-700	Guaranteed No-Show	6,883	0.34	0	0.00	6,883	10,516	0.33	-3,633
133,328	100.00	271,148	100.00	-137,820	277,360	100.00	-144,032	Total Rooms Revenue	2,038,335	100.00	3,239,227	100.00	-1,200,892	3,177,076	100.00	-1,138,741
ROOM STATISTICS																
426	31	529	24	-103	524	24	-98	Rack/ Premium Rooms	4,009	23	5,534	22	-1,525	5,398	21	-1,389
13	1	44	2	-31	51	2	-38	Corporate Rooms	348	2	1,054	4	-706	834	3	-486
666	48	662	30	5	661	30	5	Discounts - Other Rooms	6,294	36	7,089	28	-795	6,067	24	227
43	3	88	4	-45	82	4	-39	Government Rooms	738	4	1,194	5	-456	1,028	4	-290
214	15	684	31	-470	679	31	-465	Locally Negotiated Corporate Rooms	4,576	26	5,652	22	-1,076	5,860	23	-1,284
1,362	98	2,007	91	-645	1,997	91	-635	Total Transient Stats	15,965	90	20,524	80	-4,559	19,187	75	-3,222
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
27	2	198	9	-171	208	9	-181	Group- Corporate Rooms	1,739	10	5,137	20	-3,398	6,239	25	-4,500
27	2	198	9	-171	208	9	-181	Total Group Stats	1,739	10	5,137	20	-3,398	6,239	25	-4,500
1,389	100	2,205	100	-816	2,205	100	-816	TOTAL ROOM STATISTICS	17,704	100	25,661	100	-7,957	25,426	100	-7,722
Other Room Stats																
0	0	0	0	0	0	0	0	House Use Rooms	5	0	0	0	5	0	0	5
860	62	0	0	860	1,343	61	-483	Single Occupancy	12,003	68	0	0	12,003	18,058	71	-6,055
529	38	0	0	529	862	39	-333	Multiple Occupancy	5,687	32	0	0	5,687	7,367	29	-1,680
0	0	0	0	0	0	0	0	GNS Stats	-1	0	0	0	-1	-3	0	2
175	13	0	0	175	8	0	167	Out of Order Rooms	965	5	0	0	965	157	1	808
3,176	229	0	0	3,176	4,852	220	-1,676	# of Guests	37,994	215	0	0	37,994	52,639	207	-14,645

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ADR																
115.24		145.00		-29.76	149.67		-34.43	Rack/Premium ADR	139.31		155.14		-15.83	154.92		-15.61
93.17		108.00		-14.83	108.24		-15.07	Corporate ADR	118.96		125.72		-6.76	124.42		-5.46
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
80.84		124.00		-43.16	125.51		-44.66	Discount ADR	104.66		124.16		-19.50	123.90		-19.24
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
104.14		101.00		3.14	100.73		3.41	Government ADR	104.03		108.29		-4.26	109.96		-5.94
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
100.51		109.00		-8.49	111.66		-11.15	Local Negotiated ADR	108.85		111.92		-3.07	112.17		-3.32
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
95.40		123.07		-27.66	125.29		-29.89	Total Transient ADR	114.38		128.30		-13.92	127.49		-13.10
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
104.04		122.00		-17.96	124.39		-20.36	Group - Corporate ADR	118.08		117.96		0.11	115.48		2.59
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
104.04		122.00		-17.96	124.39		-20.36	Total Group ADR	118.08		117.96		0.11	115.48		2.59

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Payroll & Related Expense																
2,374	1.71	3,021	1.37	-647	1,957	0.89	418	FOM/Guest Service Mgr	31,308	1.77	35,665	1.39	-4,357	29,019	1.14	2,289
3,982	2.87	4,851	2.20	-869	4,864	2.21	-882	FD/ Guest Service Reps	35,173	1.99	56,452	2.20	-21,279	50,254	1.98	-15,081
1,290	0.93	3,021	1.37	-1,731	2,387	1.08	-1,097	Executive Housekeeper	30,487	1.72	35,665	1.39	-5,178	28,284	1.11	2,203
0	0.00	855	0.39	-855	971	0.44	-971	Asst Exec Housekeeper/ Inspectress	2,018	0.11	9,947	0.39	-7,929	9,536	0.38	-7,518
4,928	3.55	8,520	3.86	-3,592	8,168	3.70	-3,240	Housekeepers	53,262	3.01	99,154	3.86	-45,892	92,750	3.65	-39,489
191	0.14	1,825	0.83	-1,634	1,335	0.61	-1,144	Housemen	2,022	0.11	21,234	0.83	-19,213	13,135	0.52	-11,113
1,871	1.35	2,447	1.11	-576	2,302	1.04	-431	Laundry	19,447	1.10	28,479	1.11	-9,032	27,485	1.08	-8,038
0	0.00	2,790	1.27	-2,790	2,466	1.12	-2,466	Comp Breakfast Hostess	5,779	0.33	32,940	1.28	-27,161	27,400	1.08	-21,621
3,462	2.49	2,653	1.20	809	3,026	1.37	436	Night Audit	33,071	1.87	33,575	1.31	-504	35,521	1.40	-2,450
1,831	1.32	2,371	1.08	-540	2,509	1.14	-678	Payroll Taxes	18,677	1.05	26,886	1.05	-8,208	26,466	1.04	-7,789
787	0.57	2,060	0.93	-1,273	2,172	0.98	-1,385	Employee Benefits	23,090	1.30	24,720	0.96	-1,630	24,572	0.97	-1,482
2,654	1.91	750	0.34	1,904	930	0.42	1,724	Vacation /PTO	35,856	2.03	9,000	0.35	26,856	12,829	0.50	23,026
2,214	1.59	2,200	1.00	14	2,350	1.07	-136	Holiday	7,163	0.40	7,700	0.30	-537	8,309	0.33	-1,146
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	3,275	0.18	3,600	0.14	-325	3,148	0.12	127
25,583	18.42	37,364	16.95	-11,781	35,435	16.07	-9,853	Total P/R & R/Benefits- Rooms	300,625	16.98	425,017	16.56	-124,392	388,707	15.29	-88,082
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	154	0.07	-154	162	0.07	-162	Newspapers	505	0.03	1,796	0.07	-1,291	1,703	0.07	-1,198
1,818	1.31	8,379	3.80	-6,561	9,857	4.47	-8,040	Comp Breakfast	35,438	2.00	97,512	3.80	-62,074	96,471	3.79	-61,033
0	0.00	0	0.00	0	83	0.04	-83	Comp Breakfast- Equipment	0	0.00	1,200	0.05	-1,200	1,279	0.05	-1,279
224	0.16	0	0.00	224	121	0.06	103	Laundry Supplies	736	0.04	0	0.00	736	1,032	0.04	-296
154	0.11	1,213	0.55	-1,059	1,012	0.46	-858	Linen Supplies	5,741	0.32	14,114	0.55	-8,372	12,141	0.48	-6,400
1,568	1.13	1,400	0.63	168	1,465	0.66	103	Cable TV	18,507	1.05	16,800	0.65	1,707	16,415	0.65	2,092
308	0.22	310	0.14	-2	308	0.14	0	HSIA Support	3,599	0.20	3,720	0.14	-121	3,996	0.16	-397
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	3,750	0.15	-3,750	12	0.00	-12
681	0.49	550	0.25	131	869	0.39	-188	Reservations Expense	8,918	0.50	6,600	0.26	2,318	8,511	0.33	408
1,454	1.05	2,580	1.17	-1,126	2,626	1.19	-1,172	Guest Room Supplies	17,889	1.01	30,023	1.17	-12,135	29,479	1.16	-11,591
188	0.14	309	0.14	-121	250	0.11	-62	Cleaning Supplies	2,364	0.13	3,593	0.14	-1,229	2,800	0.11	-436
683	0.49	288	0.13	395	367	0.17	316	Ecolab Core Supplies	5,850	0.33	4,166	0.16	1,684	4,138	0.16	1,712
2,050	1.48	3,241	1.47	-1,191	3,652	1.66	-1,602	Travel Agents Commission	26,326	1.49	37,722	1.47	-11,396	37,950	1.49	-11,624
0	0.00	200	0.09	-200	217	0.10	-217	Uniforms	0	0.00	2,400	0.09	-2,400	2,025	0.08	-2,025
111	0.08	0	0.00	111	0	0.00	111	COVID 19 Supplies	1,790	0.10	0	0.00	1,790	0	0.00	1,790
9,238	6.65	18,624	8.45	-9,386	20,990	9.52	-11,751	Total Operating - Rooms	127,663	7.21	223,395	8.71	-95,733	217,952	8.57	-90,289
34,821	25.07	55,988	25.39	-21,167	56,425	25.59	-21,604	Total Expenses- Rooms	428,287	24.19	648,412	25.27	-220,124	606,659	23.86	-178,371
98,507	70.92	215,160	97.58	-116,653	220,935	100.20	-122,428	Net Income- Rooms	1,610,048	90.94	2,590,815	100.96	-980,767	2,570,417	101.09	-960,370

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

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FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
24	0.00	30	0.00	-6	15	0.00	9	Long Distance	217	0.00	360	0.00	-143	391	0.00	-173
50	0.00	35	0.00	15	35	0.00	15	Internet Access Fees	604	0.00	420	0.00	184	431	0.00	173
73	0.00	65	0.00	8	50	0.00	24	Total Phone Revenues	821	0.00	780	0.00	41	821	0.00	0
COS- Communication																
640	0.47	610	0.22	30	618	0.22	22	COS-Local	7,542	0.36	7,320	0.22	222	7,178	0.22	364
8	35.42	30	100.00	-22	25	167.38	-17	COS-Long Distance	144	66.26	360	100.00	-216	266	68.18	-122
1,100	2,222.22	1,100	3,142.86	0	1,100	3,174.60	0	COS-HSIA ISP	13,300	2,202.35	13,200	3,142.86	100	13,111	3,044.49	189
1,748	0.00	1,740	0.00	8	1,744	0.00	5	Total COS- Comm	20,986	0.00	20,880	0.00	106	20,556	0.00	430
-1,675	0.00	-1,675	0.00	0	-1,694	0.00	19	Gross Margin- Comm	-20,165	0.00	-20,100	0.00	-65	-19,734	0.00	-430
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,150	0.00	1,200	0.00	-50	600	0.00	550
0	0.00	0	0.00	0	324	0.00	-324	Equipment Maintenance	268	0.00	1,040	0.00	-773	1,289	0.00	-1,022
100	0.00	100	0.00	0	424	0.00	-324	Total Operating - Comm	1,418	0.00	2,240	0.00	-823	1,889	0.00	-472
1,775	0.00	1,775	0.00	0	2,118	0.00	-343	N.I.- Comm Dept	21,582	0.00	22,340	0.00	-758	21,624	0.00	-42

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	20	0.87	-20	0	0.00	0	Laundry/Valet	176	0.65	240	0.89	-64	407	1.61	-231
0	0.00	0	0.00	0	1,770	76.19	-1,770	Gift Shop Sales	0	0.00	0	0.00	0	18,708	74.02	-18,708
112	7.20	260	11.34	-148	243	10.46	-131	Vending	1,910	7.08	3,120	11.59	-1,210	2,919	11.55	-1,009
100	6.43	0	0.00	100	0	0.00	100	Pet Fees	600	2.22	0	0.00	600	600	2.37	0
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	1,115	4.13	0	0.00	1,115	325	1.29	789
0	0.00	300	13.08	-300	0	0.00	0	Late Cancellation Income	7,389	27.38	3,600	13.37	3,789	1,405	5.56	5,984
0	0.00	0	0.00	0	250	10.76	-250	Smoking Fee	250	0.93	0	0.00	250	250	0.99	0
60	3.86	60	2.62	0	60	2.58	0	Tax Discounts Earned	390	1.45	720	2.67	-330	660	2.61	-270
1,283	82.50	1,654	72.10	-371	0	0.00	1,283	Market Sales	15,159	56.17	19,246	71.48	-4,087	0	0.00	15,159
1,555	100.00	2,294	100.00	-739	2,323	100.00	-768	Total Miscellaneous Revenues	26,989	100.00	26,926	100.00	63	25,274	100.00	1,715
COSales- Miscellaneous																
0	0.00	18	90.00	-18	0	0.00	0	COS-Laundry/Valet	0	0.00	216	90.00	-216	297	72.92	-297
0	0.00	0	0.00	0	880	49.71	-880	COS-Gift Shop	0	0.00	0	0.00	0	7,812	41.76	-7,812
0	0.00	0	0.00	0	-38	-1.62	38	COS-Golf Fees	0	0.00	0	0.00	0	0	0.00	0
419	32.63	827	50.00	-408	0	0.00	419	COS- Market	3,995	26.35	9,623	50.00	-5,628	0	0.00	3,995
419	26.92	845	36.83	-426	842	36.25	-424	Total COS- Miscellaneous	3,995	14.80	9,839	36.54	-5,844	8,109	32.08	-4,114
Cost of Sales- Meeting Room																
700	93.33	2,200	100.00	-1,500	1,250	100.00	-550	Banquet Room Rental	16,950	99.71	26,400	100.00	-9,450	26,648	98.68	-9,697
0	0.00	0	0.00	0	0	0.00	0	Banquet Room F & B	0	0.00	0	0.00	0	109	0.40	-109
50	6.67	0	0.00	50	0	0.00	50	Banquet Room AV Rental	50	0.29	0	0.00	50	248	0.92	-198
750	100.00	2,200	100.00	-1,450	1,250	100.00	-500	Total Meeting Room Revenues	17,000	100.00	26,400	100.00	-9,400	27,005	100.00	-10,004
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room F & B	0	0.00	0	0.00	0	10	0.04	-10
1,886	121.32	3,649	159.08	-1,763	2,731	117.56	-845	Total Miscellaneous Profit	39,994	148.19	43,487	161.51	-3,493	44,160	174.72	-4,166

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,795	4.27	5,878	2.13	-83	4,743	1.69	1,052	General Manager	61,839	2.97	67,518	2.05	-5,679	60,222	1.86	1,617
473	0.35	476	0.17	-3	370	0.13	103	Payroll Taxes	5,232	0.25	5,489	0.17	-258	5,201	0.16	31
1,022	0.75	862	0.31	160	659	0.23	363	Employee Benefits	10,065	0.48	10,344	0.31	-279	10,743	0.33	-678
-429	-0.32	0	0.00	-429	258	0.09	-687	Vacation /PTO	13,369	0.64	0	0.00	13,369	5,166	0.16	8,203
537	0.40	0	0.00	537	537	0.19	0	Holiday	2,095	0.10	0	0.00	2,095	1,829	0.06	266
0	0.00	640	0.23	-640	250	0.09	-250	Bonus/Incentive Pay	4,610	0.22	7,680	0.23	-3,070	5,035	0.16	-425
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	214	0.01	-214
7,398	5.45	7,856	2.85	-458	6,817	2.43	581	Total P/R & R/B- A&G	97,210	4.67	91,031	2.76	6,178	88,411	2.74	8,799
Operating Expenses- A&G																
322	0.24	2,225	0.81	-1,903	2,553	0.91	-2,232	Employee Relations	925	0.04	6,975	0.21	-6,050	7,264	0.22	-6,340
4,000	2.95	2,000	0.73	2,000	2,000	0.71	2,000	Accounting Fees	26,000	1.25	24,000	0.73	2,000	23,460	0.73	2,540
1,371	1.01	1,310	0.48	61	1,392	0.50	-21	Data Processing	18,088	0.87	18,113	0.55	-25	18,778	0.58	-690
96	0.07	198	0.07	-102	125	0.04	-29	Office Supplies	620	0.03	2,309	0.07	-1,689	2,343	0.07	-1,723
55	0.04	55	0.02	0	55	0.02	0	Muzak	633	0.03	655	0.02	-22	673	0.02	-40
0	0.00	150	0.05	-150	28	0.01	-28	Travel & Lodging	342	0.02	4,800	0.15	-4,458	3,978	0.12	-3,636
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	0	0.00	0	0.00	0	242	0.01	-242
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	212	0.01	900	0.03	-688	900	0.03	-688
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,758	0.13	2,288	0.07	470	2,205	0.07	553
86	0.06	100	0.04	-14	119	0.04	-33	Postage	506	0.02	1,200	0.04	-694	1,230	0.04	-725
0	0.00	0	0.00	0	0	0.00	0	Recruitment	1,372	0.07	750	0.02	622	955	0.03	417
0	0.00	80	0.03	-80	110	0.04	-110	Employment Screening/ Drug Testing	840	0.04	960	0.03	-120	1,400	0.04	-560
0	0.00	0	0.00	0	221	0.08	-221	Training	470	0.02	1,750	0.05	-1,280	449	0.01	21
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	37	0.00	0	0.00	37	51	0.00	-14
150	0.11	165	0.06	-15	150	0.05	0	Dues/Subscriptions	1,772	0.09	2,090	0.06	-318	3,582	0.11	-1,810
3,329	2.45	7,582	2.75	-4,253	6,772	2.41	-3,443	Credit Card Commissions	51,068	2.45	90,567	2.75	-39,498	87,359	2.71	-36,290
-300	-0.22	0	0.00	-300	0	0.00	-300	Cash Over/Short	-347	-0.02	0	0.00	-347	-486	-0.02	139
94	0.07	130	0.05	-36	135	0.05	-41	Equipment Rental	1,528	0.07	1,560	0.05	-32	1,577	0.05	-49
320	0.24	353	0.13	-33	507	0.18	-187	Payroll Services	4,546	0.22	6,690	0.20	-2,144	6,695	0.21	-2,149
861	0.63	1,300	0.47	-439	1,136	0.40	-275	Bank Charges	12,819	0.62	15,600	0.47	-2,781	14,359	0.44	-1,540
0	0.00	0	0.00	0	0	0.00	0	Chargebacks	273	0.01	0	0.00	273	-142	0.00	414
1,659	1.22	1,247	0.45	412	1,740	0.62	-81	Workers Comp Insurance	11,936	0.57	16,158	0.49	-4,222	15,976	0.49	-4,040
12,042	8.88	16,970	6.16	-4,928	17,117	6.09	-5,076	Total Operating- A&G	136,398	6.55	197,364	5.99	-60,967	192,850	5.97	-56,452
19,440	14.33	24,826	9.01	-5,386	23,934	8.52	-4,494	Total Expenses- A&G	233,607	11.22	288,396	8.76	-54,789	281,261	8.71	-47,653

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

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SALES DEPARTMENT																
SALES																
P/R & R/B																
4,133	3.05	3,439	1.25	694	1,869	0.67	2,263	Director of Sales	19,368	0.93	40,111	1.22	-20,743	33,423	1.03	-14,056
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	0	0.00	0	0.00	0	90	0.00	-90
358	0.26	889	0.32	-531	798	0.28	-440	Revenue Management	5,460	0.26	10,662	0.32	-5,202	9,947	0.31	-4,487
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.02	2,066	0.06	-1,549	0	0.00	516
340	0.25	283	0.10	56	214	0.08	126	Payroll Taxes	1,955	0.09	3,330	0.10	-1,375	3,029	0.09	-1,075
1,145	0.84	872	0.32	273	660	0.23	486	Employee Benefits	4,724	0.23	10,464	0.32	-5,740	9,795	0.30	-5,071
124	0.09	0	0.00	124	806	0.29	-683	Vacation / PTO	3,482	0.17	0	0.00	3,482	3,552	0.11	-70
403	0.30	0	0.00	403	403	0.14	0	Holiday	806	0.04	0	0.00	806	1,392	0.04	-586
0	0.00	300	0.11	-300	0	0.00	0	Bonus/Incentive Pay	1,178	0.06	3,600	0.11	-2,422	2,443	0.08	-1,264
6,503	4.79	5,955	2.16	548	4,750	1.69	1,753	Total P/R & R/B- Sales	37,489	1.80	70,232	2.13	-32,743	63,672	1.97	-26,182
Operating Expenses- Sales																
0	0.00	40	0.01	-40	39	0.01	-39	Printing & Stationary	116	0.01	480	0.01	-364	437	0.01	-321
0	0.00	25	0.01	-25	39	0.01	-39	Office Supplies	44	0.00	300	0.01	-256	346	0.01	-303
0	0.00	50	0.02	-50	42	0.02	-42	Travel & Lodging	84	0.00	1,600	0.05	-1,516	1,723	0.05	-1,639
0	0.00	50	0.02	-50	0	0.00	0	Meals & Entertainment	41	0.00	600	0.02	-559	391	0.01	-351
0	0.00	700	0.25	-700	639	0.23	-639	Promotions	636	0.03	4,300	0.13	-3,664	4,352	0.13	-3,716
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	100	0.00	600	0.02	-500	600	0.02	-500
0	0.00	0	0.00	0	22	0.01	-22	Postage	0	0.00	0	0.00	0	33	0.00	-33
0	0.00	0	0.00	0	0	0.00	0	Sales Training	37	0.00	250	0.01	-213	485	0.02	-448
132	0.10	0	0.00	132	0	0.00	132	Dues & Subscriptions	4,387	0.21	3,104	0.09	1,283	2,906	0.09	1,482
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	200	0.07	-200	200	0.07	-200	e Commerce Costs	0	0.00	2,400	0.07	-2,400	2,585	0.08	-2,585
534	0.39	1,147	0.42	-613	1,213	0.43	-680	Brand Paid Search	8,158	0.39	13,344	0.41	-5,186	10,979	0.34	-2,821
0	0.00	0	0.00	0	0	0.00	0	Program Costs	-800	-0.04	725	0.02	-1,525	0	0.00	-800
666	0.49	2,262	0.82	-1,596	2,244	0.80	-1,578	Total Operating- Sales	12,802	0.61	27,703	0.84	-14,900	24,857	0.77	-12,055
7,168	5.29	8,216	2.98	-1,048	6,994	2.49	175	Total Expenses-Sales	50,292	2.42	97,935	2.97	-47,643	88,529	2.74	-38,237

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
2,964	2.13	3,612	1.64	-648	2,897	1.31		68 Chief Engineer	38,962	2.20	42,632	1.66	-3,670	40,300	1.59	-1,338
0	0.00	1,558	0.71	-1,558	1,295	0.59	-1,295	General Maintenance	3,443	0.19	18,133	0.71	-14,690	14,499	0.57	-11,056
292	0.21	372	0.17	-80	382	0.17	-90	Payroll Taxes	3,351	0.19	4,375	0.17	-1,024	4,130	0.16	-779
1,158	0.83	939	0.43	219	688	0.31	469	Employee Benefits	11,190	0.63	11,268	0.44	-78	10,513	0.41	676
340	0.24	0	0.00	340	523	0.24	-183	Holiday	1,459	0.08	0	0.00	1,459	1,726	0.07	-268
511	0.37	0	0.00	511	164	0.07	347	Vacation /PTO	9,796	0.55	0	0.00	9,796	1,145	0.05	8,651
5,265	3.79	6,481	2.94	-1,216	5,949	2.70	-684	Total P/R & Related Expenses- Maintenance	68,201	3.85	76,408	2.98	-8,207	72,314	2.84	-4,113
Operating Expenses- R & M																
0	0.00	110	0.05	-110	0	0.00	0	Laundry Equipment	242	0.01	1,283	0.05	-1,041	362	0.01	-119
164	0.12	221	0.10	-57	3,156	1.43	-2,992	Building Maintenance	9,629	0.54	2,566	0.10	7,063	5,086	0.20	4,542
106	0.08	110	0.05	-5	58	0.03	48	Light Bulbs	1,136	0.06	1,283	0.05	-147	2,248	0.09	-1,112
0	0.00	110	0.05	-110	26	0.01	-26	Electrical & Mechanical	325	0.02	1,283	0.05	-958	1,107	0.04	-782
382	0.28	684	0.31	-302	136	0.06	246	HVAC	5,499	0.31	7,955	0.31	-2,456	5,766	0.23	-267
0	0.00	110	0.05	-110	96	0.04	-96	Plumbing & Boiler	712	0.04	1,283	0.05	-571	2,034	0.08	-1,322
0	0.00	198	0.09	-198	99	0.04	-99	Pool	1,374	0.08	2,309	0.09	-936	1,939	0.08	-565
0	0.00	790	0.36	-790	1,150	0.52	-1,150	Grounds & Landscaping	4,004	0.23	11,590	0.45	-7,586	12,042	0.47	-8,038
0	0.00	66	0.03	-66	0	0.00	0	Signage	0	0.00	770	0.03	-770	489	0.02	-489
0	0.00	176	0.08	-176	0	0.00	0	Furniture & Fixtures	392	0.02	2,053	0.08	-1,661	710	0.03	-318
0	0.00	66	0.03	-66	141	0.06	-141	Painting	70	0.00	770	0.03	-700	425	0.02	-355
0	0.00	0	0.00	0	0	0.00	0	Carpet & Floor	269	0.02	3,440	0.13	-3,171	3,409	0.13	-3,139
0	0.00	0	0.00	0	0	0.00	0	Training	300	0.02	0	0.00	300	28	0.00	272
0	0.00	35	0.02	-35	30	0.01	-30	Telephone	60	0.00	420	0.02	-360	360	0.01	-300
0	0.00	66	0.03	-66	0	0.00	0	Kitchen Equipment	38	0.00	770	0.03	-732	427	0.02	-389
0	0.00	22	0.01	-22	0	0.00	0	Locks & Keys	0	0.00	257	0.01	-257	9	0.00	-9
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	0	0.00	500	0.02	-500	0	0.00	0
178	0.13	178	0.08	0	178	0.08	0	Exterminating	3,095	0.17	2,136	0.08	959	2,559	0.10	535
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	0	0.00	1,200	0.05	-1,200	890	0.04	-890
693	0.50	240	0.11	453	200	0.09	493	Fire & Safety	3,000	0.17	4,330	0.17	-1,330	5,085	0.20	-2,086
0	0.00	0	0.00	0	0	0.00	0	Elevator	4,423	0.25	4,432	0.17	-9	4,326	0.17	97
1,522	1.10	3,183	1.44	-1,662	5,269	2.39	-3,747	Total Operating - R & M	34,568	1.95	50,630	1.97	-16,062	49,302	1.94	-14,734
6,787	4.89	9,665	4.38	-2,878	11,218	5.09	-4,431	Total Expenses- R & M	102,768	5.80	127,038	4.95	-24,269	121,616	4.78	-18,848

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
4,392	3.16	5,065	2.30	-673	7,431	3.37	-3,039	Electricity	69,226	3.91	83,056	3.24	-13,830	86,886	3.42	-17,660
1,088	0.78	1,534	0.70	-446	1,969	0.89	-881	Gas	11,396	0.64	16,638	0.65	-5,242	16,404	0.65	-5,008
864	0.62	1,061	0.48	-197	1,863	0.84	-999	Water & Sewer	10,803	0.61	14,168	0.55	-3,365	14,571	0.57	-3,768
0	0.00	324	0.15	-324	324	0.15	-324	Waste Removal	2,492	0.14	3,886	0.15	-1,395	3,865	0.15	-1,373
6,345	4.57	7,984	3.62	-1,639	11,587	5.25	-5,243	Total Expenses- Utilities	93,917	5.30	117,748	4.59	-23,831	121,727	4.79	-27,809

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
8,343	6.26	16,287	6.01	-7,944	16,642	6.00	-8,299	Franchise Fees/ Royalties	123,103	6.04	194,570	6.01	-71,466	190,676	6.00	-67,573
5,562	4.17	10,858	4.00	-5,296	11,095	4.00	-5,533	Advertising	82,068	4.03	129,713	4.00	-47,645	127,197	4.00	-45,129
-1,078	-0.81	7,718	2.85	-8,795	10,055	3.63	-11,133	Frequent Traveler	58,220	2.86	89,814	2.77	-31,593	104,432	3.29	-46,212
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	0	0.00	0	0.00	0	100	0.00	-100
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	0	0.00	261	0.01	-261	261	0.01	-261
12,827	9.62	34,862	12.86	-22,036	37,792	13.63	-24,965	Total Franchise Fees Expense	263,392	12.92	414,357	12.79	-150,965	422,667	13.30	-159,275

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Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,391	2.50	6,893	2.50	-3,502	7,025	2.50	-3,634	Management Fees	52,058	2.50	82,333	2.50	-30,275	80,745	2.50	-28,687
11,008	8.12	0	0.00	11,008	0	0.00	11,008	Management Fees- Owner	26,222	1.26	0	0.00	26,222	0	0.00	26,222
14,399	10.62	6,893	2.50	7,507	7,025	2.50	7,374	Total Management Fees Expense	78,280	3.76	82,333	2.50	-4,054	80,745	2.50	-2,465

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
26,198	19.32	26,198	9.50	0	24,815	8.83	1,384	Ground Lease	309,469	14.86	308,067	9.36	1,402	299,822	9.28	9,647
10,864	8.01	11,028	4.00	-164	-149,269	-53.13	160,133	FF & E Reserve	130,372	6.26	131,733	4.00	-1,361	0	0.00	130,372
6,842	5.04	6,843	2.48	0	4,112	1.46	2,730	Real Estate Tax	82,110	3.94	82,110	2.49	0	77,760	2.41	4,350
579	0.43	579	0.21	0	0	0.00	579	Personal Property Tax	7,174	0.34	6,946	0.21	228	5,577	0.17	1,597
4,551	3.36	3,759	1.36	792	3,590	1.28	961	Insurance	46,872	2.25	45,023	1.37	1,849	43,140	1.34	3,732
49,035	36.15	48,407	17.56	629	-116,752	-41.56	165,788	TOTAL FIXED EXPENSES	575,998	27.66	573,880	17.43	2,118	426,300	13.20	149,698

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Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	350	0.12	-350	Owners Expense	21,838	1.05	0	0.00	21,838	13,887	0.43	7,951
54,183	39.95	0	0.00	54,183	-131,886	-46.95	186,069	Depreciation	650,196	31.22	0	0.00	650,196	518,310	16.05	131,886
3,711	2.74	0	0.00	3,711	-6	0.00	3,717	Amortization Expense	44,532	2.14	0	0.00	44,532	44,526	1.38	6
39,532	29.15	39,532	14.34	0	39,533	14.07	-1	Interest Expense	473,800	22.75	474,379	14.41	-579	477,507	14.79	-3,706
14,367	10.59	2,757	1.00	11,610	2,809	1.00	11,558	Asset Management Fee	20,823	1.00	32,933	1.00	-12,110	32,292	1.00	-11,469
0	0.00	0	0.00	0	-12,819	-4.56	12,819	Extraordinary Expenses	10,683	0.51	0	0.00	10,683	0	0.00	10,683
0	0.00	0	0.00	0	-10,042	-3.57	10,042	GB 1 YE AJE	0	0.00	0	0.00	0	-16,789	-0.52	16,789
0	0.00	0	0.00	0	17,013	6.06	-17,013	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	17,013	0.53	-17,013
1,703		0		1,703	0		1,703	Ground Lease Tax	16,619		0		16,619	0		16,619
113,496	83.68	42,289	15.34	71,207	-95,047	-33.83	208,543	Total Other	1,238,491	59.48	507,313	15.41	731,179	1,086,746	33.65	151,745

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Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
2,914		2,914		0	2,914		0	Total Rooms Available	34,404		34,404		0	34,310		94
1,212		2,080		-868	2,080		-868	Total Rooms Sold	14,143		25,373		-11,230	25,623		-11,480
41.59%		71.38%		-29.79%	71.38%		-29.79%	Occupancy %	41.11%		73.75%		-32.64%	74.68%		-33.57%
96.58		113.63		-17.05	113.64		-17.05	Average Rate	130.82		126.29		4.53	125.08		5.73
40.17		81.11		-40.94	81.11		-40.94	REVPAR	53.78		93.14		-39.36	93.41		-39.64
REVENUES																
117,058	97.99	236,360	98.15	-119,302	236,362	98.62	-119,304	ROOMS	1,850,117	98.59	3,204,246	98.19	-1,354,129	3,205,025	98.04	-1,354,908
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,398	2.01	4,457	1.85	-2,059	3,315	1.38	-917	MISCELLANEOUS	26,448	1.41	58,937	1.81	-32,489	64,204	1.96	-37,757
119,456	100.00	240,817	100.00	-121,361	239,676	100.00	-120,221	TOTAL REVENUES	1,876,564	100.00	3,263,183	100.00	-1,386,618	3,269,229	100.00	-1,392,665
DEPARTMENT EXPENSES																
28,345	24.21	63,747	26.97	-35,402	66,221	28.02	-37,876	ROOMS EXPENSE	378,038	20.43	762,384	23.79	-384,346	761,517	23.76	-383,479
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
271	11.32	1,032	23.15	-760	1,058	31.92	-787	MISCELLANEOUS EXPENSE	4,978	18.82	12,572	21.33	-7,593	12,275	19.12	-7,297
28,617	23.96	64,779	26.90	-36,162	67,280	28.07	-38,663	TOTAL DEPARTMENTAL EXPENSES	383,016	20.41	774,955	23.75	-391,939	773,792	23.67	-390,775
DEPARTMENTAL PROFIT																
88,713	75.79	172,613	73.03	-83,900	170,140	71.98	-81,428	ROOMS PROFIT	1,472,078	79.57	2,441,862	76.21	-969,784	2,443,508	76.24	-971,429
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
2,127	88.68	3,425	76.85	-1,299	2,257	68.08	-130	MISCELLANEOUS PROFIT	21,469	81.18	46,365	78.67	-24,896	51,929	80.88	-30,460
90,839	76.04	176,038	73.10	-85,199	172,397	71.93	-81,558	TOTAL DEPARTMENTAL PROFIT	1,493,548	79.59	2,488,227	76.25	-994,679	2,495,437	76.33	-1,001,889
22,645	18.96	27,222	11.30	-4,577	26,078	10.88	-3,433	A & G EXPENSE	267,680	14.26	329,379	10.09	-61,699	299,900	9.17	-32,221
1,809	1.51	1,848	0.77	-39	1,794	0.75	15	TELECOM	21,916	1.17	22,176	0.68	-260	22,500	0.69	-584
908	0.76	8,862	3.68	-7,954	6,722	2.80	-5,814	SALES & MARKETING EXPENSES	33,560	1.79	104,865	3.21	-71,305	94,590	2.89	-61,030
13,395	11.21	32,614	13.54	-19,219	30,099	12.56	-16,704	FRANCHISE FEES	240,474	12.81	423,585	12.98	-183,112	430,635	13.17	-190,162
8,746	7.32	12,439	5.17	-3,693	11,342	4.73	-2,596	MAINTENANCE EXPENSES	120,485	6.42	152,034	4.66	-31,548	152,664	4.67	-32,179
6,308	5.28	9,114	3.78	-2,807	8,967	3.74	-2,659	UTILITIES EXPENSE	87,336	4.65	116,854	3.58	-29,518	116,744	3.57	-29,407
53,810	45.05	92,099	38.24	-38,289	85,001	35.47	-31,191	TOTAL ADMIN EXPENSES	771,451	41.11	1,148,893	35.21	-377,443	1,117,033	34.17	-345,583
37,029	31.00	83,939	34.86	-46,910	87,396	36.46	-50,366	HOUSE PROFIT	722,097	38.48	1,339,334	41.04	-617,237	1,378,404	42.16	-656,307
FIXED EXPENSES																
13,994	11.71	6,022	2.50	7,971	5,992	2.50	8,002	MANAGEMENT FEES	73,134	3.90	81,599	2.50	-8,466	81,732	2.50	-8,598
45,166	37.81	45,834	19.03	-668	-64,597	-26.95	109,764	FIXED EXPENSES	529,682	28.23	559,183	17.14	-29,501	418,035	12.79	111,648

-22,131	-18.53	32,083	13.32	-54,214	146,001	60.92	-168,131 NET OPERATING INCOME	119,281	6.36	698,552	21.41	-579,271	878,637	26.88	-759,356
64,712	54.17	21,758	9.04	42,954	43,120	17.99	21,592 Other	703,368	37.48	264,832	8.12	438,536	671,473	20.54	31,895
-86,843	-72.70	10,325	4.29	-97,168	102,881	42.92	-189,724 N.I. after Other	-584,087	-31.13	433,720	13.29	-1,017,807	207,164	6.34	-791,251
-52,382		10,325		-62,707	113,249		-165,631 Cash before Depreciation/Amortization	-170,555		433,720		-604,275	596,603		-767,158

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For Property: Hampton Inn Estero (Capstone)

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ROOMS DEPARTMENT																
ROOMS REVENUE																
34,740	29.68	87,048	36.83	-52,308	88,673	37.52	-53,932	Rack/ Premium	620,101	33.52	946,972	29.55	-326,872	987,444	30.81	-367,343
6,495	5.55	8,142	3.44	-1,647	8,145	3.45	-1,649	Corporate	84,696	4.58	199,344	6.22	-114,648	185,406	5.78	-100,710
47,131	40.26	89,107	37.70	-41,976	87,816	37.15	-40,685	Discounts - Other	675,546	36.51	1,216,823	37.98	-541,278	1,148,794	35.84	-473,248
0	0.00	0	0.00	0	812	0.34	-812	Government	3,712	0.20	40,652	1.27	-36,940	14,481	0.45	-10,769
10,642	9.09	28,662	12.13	-18,020	27,982	11.84	-17,340	Locally Negotiated Rate	293,176	15.85	396,394	12.37	-103,218	431,205	13.45	-138,029
-467	-0.40	0	0.00	-467	-1,293	-0.55	826	Allowances	-5,389	-0.29	0	0.00	-5,389	-11,791	-0.37	6,401
98,542	84.18	212,960	90.10	-114,418	212,134	89.75	-113,593	Total Transient Revenue	1,671,841	90.36	2,800,186	87.39	-1,128,345	2,755,539	85.98	-1,083,698
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
17,809	15.21	23,400	9.90	-5,592	22,393	9.47	-4,585	Group- Corporate	169,176	9.14	404,060	12.61	-234,885	421,268	13.14	-252,093
17,809	15.21	23,400	9.90	-5,592	22,393	9.47	-4,585	Total Group Revenue	169,176	9.14	404,060	12.61	-234,885	421,268	13.14	-252,093
708	0.60	0	0.00	708	1,835	0.78	-1,127	Guaranteed No-Show	9,100	0.49	0	0.00	9,100	28,218	0.88	-19,118
117,058	100.00	236,360	100.00	-119,302	236,362	100.00	-119,304	Total Rooms Revenue	1,850,117	100.00	3,204,246	100.00	-1,354,129	3,205,025	100.00	-1,354,908
ROOM STATISTICS																
305	25	645	31	-340	657	32	-352	Rack/ Premium Rooms	3,371	24	6,056	24	-2,685	6,465	25	-3,094
94	8	104	5	-10	105	5	-11	Corporate Rooms	847	6	1,779	7	-932	1,702	7	-855
514	42	874	42	-360	866	42	-352	Discounts - Other Rooms	5,845	41	10,255	40	-4,410	9,677	38	-3,832
0	0	0	0	0	7	0	-7	Government Rooms	32	0	283	1	-251	107	0	-75
130	11	270	13	-140	266	13	-136	Locally Negotiated Corporate Rooms	2,802	20	3,518	14	-716	3,920	15	-1,118
1,043	86	1,893	91	-850	1,901	91	-858	Total Transient Stats	12,897	91	21,890	86	-8,993	21,871	85	-8,974
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
169	14	187	9	-18	179	9	-10	Group- Corporate Rooms	1,246	9	3,483	14	-2,237	3,752	15	-2,506
169	14	187	9	-18	179	9	-10	Total Group Stats	1,246	9	3,483	14	-2,237	3,752	15	-2,506
1,212	100	2,080	100	-868	2,080	100	-868	TOTAL ROOM STATISTICS	14,143	100	25,373	100	-11,230	25,623	100	-11,480
Other Room Stats																
-6	0	0	0	-6	-3	0	-3	Comp Rooms	-73	-1	0	0	-73	-117	0	44
720	59	0	0	720	1,129	54	-409	Single Occupancy	9,158	65	0	0	9,158	15,706	61	-6,548
492	41	0	0	492	954	46	-462	Multiple Occupancy	4,996	35	0	0	4,996	9,911	39	-4,915
193	16	0	0	193	10	0	183	Out of Order Rooms	2,333	16	0	0	2,333	254	1	2,079
1,914	158	0	0	1,914	3,235	156	-1,321	# of Guests	20,555	145	0	0	20,555	38,004	148	-17,449

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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ADR																
113.90		135.00		-21.10	134.97		-21.06	Rack/Premium ADR	183.95		156.38		27.57	152.74		31.21
69.10		78.29		-9.19	77.57		-8.47	Corporate ADR	99.99		112.08		-12.09	108.93		-8.94
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
91.69		102.00		-10.31	101.40		-9.71	Discount ADR	115.58		118.66		-3.08	118.71		-3.14
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		0.00		0.00	116.00		-116.00	Government ADR	116.00		143.50		-27.50	135.34		-19.34
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
81.86		106.00		-24.14	105.19		-23.33	Local Negotiated ADR	104.63		112.69		-8.06	110.00		-5.37
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
94.48		112.51		-18.03	111.59		-17.11	Total Transient ADR	129.63		127.92		1.71	125.99		3.64
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
105.38		125.00		-19.62	125.10		-19.72	Group - Corporate ADR	135.77		116.00		19.78	112.28		23.50
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
105.38		125.00		-19.62	125.10		-19.72	Total Group ADR	135.77		116.00		19.78	112.28		23.50

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
0	0.00	0	0.00	0	0	0.00	0	FOM/Guest Service Mgr	0	0.00	0	0.00	0	23,085	0.90	-23,085
3,864	3.19	5,502	2.65	-1,638	5,306	2.55	-1,442	FD/ Guest Service Reps	41,747	2.95	67,112	2.65	-25,365	55,193	2.15	-13,446
0	0.00	0	0.00	0	0	0.00	0	FD/Supervisor	0	0.00	0	0.00	0	-1,332	-0.05	1,332
0	0.00	3,575	1.72	-3,575	2,964	1.43	-2,964	Executive Housekeeper	8,938	0.63	41,699	1.64	-32,761	37,442	1.46	-28,504
0	0.00	849	0.41	-849	1,131	0.54	-1,131	Asst Exec Housekeeper/ Inspectress	2,715	0.19	10,361	0.41	-7,646	11,704	0.46	-8,989
4,260	3.51	9,968	4.79	-5,708	10,800	5.19	-6,540	Housekeepers	53,650	3.79	121,599	4.79	-67,949	128,135	5.00	-74,486
0	0.00	1,907	0.92	-1,907	1,833	0.88	-1,833	Housemen	4,427	0.31	23,259	0.92	-18,832	19,090	0.75	-14,663
454	0.37	1,773	0.85	-1,319	964	0.46	-509	Van Drivers	6,205	0.44	20,934	0.83	-14,729	14,708	0.57	-8,503
1,711	1.41	3,051	1.47	-1,340	2,708	1.30	-997	Laundry	11,424	0.81	37,213	1.47	-25,789	24,155	0.94	-12,731
0	0.00	2,083	1.00	-2,083	1,701	0.82	-1,701	Comp Breakfast Hostess	5,379	0.38	25,613	1.01	-20,234	26,705	1.04	-21,326
3,565	2.94	3,551	1.71	14	3,325	1.60	240	Night Audit	41,167	2.91	40,927	1.61	240	40,450	1.58	717
1,186	0.98	2,805	1.35	-1,619	2,861	1.38	-1,675	Payroll Taxes	15,258	1.08	32,639	1.29	-17,381	32,055	1.25	-16,797
1,717	1.42	945	0.45	772	1,650	0.79	68	Employee Benefits	13,521	0.96	11,340	0.45	2,181	13,907	0.54	-387
-352	-0.29	600	0.29	-952	1,200	0.58	-1,552	Vacation /PTO	17,228	1.22	7,200	0.28	10,028	8,761	0.34	8,467
1,054	0.87	2,200	1.06	-1,146	2,942	1.41	-1,888	Holiday	4,629	0.33	7,700	0.30	-3,071	10,100	0.39	-5,471
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	2,525	0.18	4,376	0.17	-1,851	5,246	0.20	-2,721
17,460	14.41	38,809	18.66	-21,349	39,385	18.94	-21,925	Total P/R & R/Benefits- Rooms	228,813	16.18	451,972	17.81	-223,159	449,404	17.54	-220,591
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	125	0.06	-125	120	0.06	-120	Newspapers	360	0.03	1,522	0.06	-1,163	1,595	0.06	-1,235
1,916	1.58	8,528	4.10	-6,612	10,022	4.82	-8,107	Comp Breakfast	33,957	2.40	104,029	4.10	-70,072	108,355	4.23	-74,398
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast- Equipment	572	0.04	1,000	0.04	-428	317	0.01	255
4	0.00	42	0.02	-38	208	0.10	-204	Guest Transportation	190	0.01	507	0.02	-317	411	0.02	-221
0	0.00	42	0.02	-42	65	0.03	-65	Laundry Supplies	152	0.01	507	0.02	-355	378	0.01	-226
0	0.00	1,144	0.55	-1,144	948	0.46	-948	Linen Supplies	3,716	0.26	13,955	0.55	-10,240	12,450	0.49	-8,734
1,973	1.63	1,990	0.96	-17	2,106	1.01	-133	Cable TV	24,106	1.70	23,880	0.94	226	23,580	0.92	526
333	0.27	340	0.16	-8	333	0.16	0	HSIA Support	3,893	0.28	4,080	0.16	-187	3,808	0.15	85
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	31	0.00	3,750	0.15	-3,719	292	0.01	-260
777	0.64	957	0.46	-180	917	0.44	-139	Reservations Expense	10,151	0.72	11,672	0.46	-1,521	11,358	0.44	-1,207
-150	-0.12	2,163	1.04	-2,313	2,253	1.08	-2,403	Guest Room Supplies	9,603	0.68	26,388	1.04	-16,785	24,670	0.96	-15,068
1,111	0.92	562	0.27	550	851	0.41	260	Cleaning Supplies	4,990	0.35	6,851	0.27	-1,861	7,372	0.29	-2,382
165	0.14	339	0.16	-174	228	0.11	-63	Ecolab Core Supplies	3,395	0.24	4,210	0.17	-815	3,018	0.12	377
0	0.00	0	0.00	0	241	0.12	-241	Evening Social- Food	1,808	0.13	0	0.00	1,808	2,538	0.10	-730
0	0.00	0	0.00	0	201	0.10	-201	Evening Social- Beverage	918	0.06	0	0.00	918	1,906	0.07	-988
0	0.00	0	0.00	0	0	0.00	0	Evening Social- Equipment	0	0.00	0	0.00	0	302	0.01	-302
4,654	3.84	8,500	4.09	-3,846	7,394	3.55	-2,739	Travel Agents Commission	49,823	3.52	104,800	4.13	-54,977	106,180	4.14	-56,357
0	0.00	208	0.10	-208	208	0.10	-208	Uniforms	417	0.03	2,537	0.10	-2,120	1,722	0.07	-1,305
0	0.00	0	0.00	0	743	0.36	-743	Walk Expense	0	0.00	722	0.03	-722	1,862	0.07	-1,862
102	0.08	0	0.00	102	0	0.00	102	COVID 19 Supplies	1,144	0.08	0	0.00	1,144	0	0.00	1,144
10,886	8.98	24,939	11.99	-14,053	26,837	12.90	-15,951	Total Operating - Rooms	149,225	10.55	310,411	12.23	-161,186	312,113	12.18	-162,888
28,345	23.39	63,747	30.65	-35,402	66,221	31.84	-37,876	Total Expenses- Rooms	378,038	26.73	762,384	30.05	-384,346	761,517	29.72	-383,479
88,713	73.20	172,613	82.99	-83,900	170,140	81.80	-81,428	Net Income- Rooms	1,472,078	104.09	2,441,862	96.24	-969,784	2,443,508	95.36	-971,429

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	30	0.00	-30	0	0.00	0	Long Distance	0	0.00	360	0.00	-360	0	0.00	0
35	0.00	35	0.00	0	40	0.00	-5	Internet Access Fees	342	0.00	420	0.00	-78	475	0.00	-134
35	0.00	65	0.00	-30	40	0.00	-5	Total Phone Revenues	342	0.00	780	0.00	-438	475	0.00	-134
COS- Communication																
745	0.62	728	0.30	17	735	0.31	10	COS-Local	8,991	0.48	8,736	0.27	255	9,721	0.30	-730
0	0.00	25	83.33	-25	0	0.00	0	COS-Long Distance	0	0.00	300	83.33	-300	41	0.00	-41
998	2,880.23	1,010	2,885.71	-12	998	2,520.20	0	COS-HSIA ISP	12,056	3,529.74	12,120	2,885.71	-64	11,348	2,388.03	708
1,743	0.00	1,763	0.00	-20	1,733	0.00	10	Total COS- Comm	21,047	0.00	21,156	0.00	-109	21,110	0.00	-63
-1,709	0.00	-1,698	0.00	-11	-1,694	0.00	-15	Gross Margin- Comm	-20,706	0.00	-20,376	0.00	-330	-20,635	0.00	-71
Operating Expenses																
100	0.00	100	0.00	0	0	0.00	100	Equipment Cost	660	0.00	1,200	0.00	-540	550	0.00	110
0	0.00	50	0.00	-50	100	0.00	-100	Equipment Maintenance	550	0.00	600	0.00	-50	1,315	0.00	-765
100	0.00	150	0.00	-50	100	0.00	0	Total Operating - Comm	1,210	0.00	1,800	0.00	-590	1,865	0.00	-655
1,809	0.00	1,848	0.00	-39	1,794	0.00	15	N.I.- Comm Dept	21,916	0.00	22,176	0.00	-260	22,500	0.00	-584

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	30	0.88	-30	0	0.00	0	0 Laundry/Valet	34	0.18	360	0.87	-326	245	0.53	-211
0	0.00	0	0.00	0	2,061	78.07	-2,061	Gift Shop Sales	0	0.00	0	0.00	0	22,452	48.86	-22,452
1,135	47.31	354	10.38	781	200	7.57	935	Vending	2,832	15.19	4,313	10.43	-1,482	4,359	9.49	-1,527
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	0	0.00	0	0.00	0	700	1.52	-700
0	0.00	0	0.00	0	0	0.00	0	Forfeiture Income	0	0.00	0	0.00	0	646	1.41	-646
-8	-0.31	0	0.00	-8	0	0.00	-8	Miscellaneous	-17	-0.09	0	0.00	-17	114	0.25	-131
0	0.00	900	26.41	-900	319	12.09	-319	Late Cancellation Income	2,084	11.18	10,800	26.13	-8,716	15,523	33.78	-13,439
0	0.00	150	4.40	-150	0	0.00	0	Smoking Fee	785	4.21	1,800	4.35	-1,015	1,250	2.72	-465
60	2.50	60	1.76	0	60	2.27	0	Tax Discounts Earned	390	2.09	720	1.74	-330	660	1.44	-270
1,211	50.50	1,914	56.16	-703	0	0.00	1,211	Market Sales	12,530	67.23	23,343	56.47	-10,814	0	0.00	12,530
2,398	100.00	3,407	100.00	-1,009	2,641	100.00	-243	Total Miscellaneous Revenues	18,638	100.00	41,337	100.00	-22,699	45,948	100.00	-27,311
COSales- Miscellaneous																
0	0.00	20	66.67	-20	0	0.00	0	COS-Laundry/Valet	16	48.00	240	66.67	-224	118	48.14	-102
0	0.00	0	0.00	0	1,058	51.33	-1,058	COS-Gift Shop	0	0.00	0	0.00	0	11,733	52.26	-11,733
0	0.00	30	0.88	-30	0	0.00	0	COS-Vending Cost	139	0.75	360	0.87	-221	134	0.29	5
271	22.41	957	50.00	-685	0	0.00	271	COS- Market	4,823	38.49	11,672	50.00	-6,849	0	0.00	4,823
271	11.32	1,007	29.55	-735	1,058	40.07	-787	Total COS- Miscellaneous	4,978	26.71	12,272	29.69	-7,293	11,985	26.08	-7,007
0	0.00	1,000	95.24	-1,000	550	81.60	-550	Banquet Room Rental	7,575	96.99	17,000	96.59	-9,425	17,000	93.12	-9,425
0	0.00	50	4.76	-50	24	3.56	-24	Banquet Room F & B	0	0.00	600	3.41	-600	581	3.18	-581
0	0.00	0	0.00	0	100	14.84	-100	Banquet Room AV Rental	175	2.24	0	0.00	175	675	3.70	-500
0	0.00	0	0.00	0	0	0.00	0	Banquet Room Setup Service Charge	60	0.23	0	0.00	60	0	0.00	60
0	0.00	1,050	100.00	-1,050	674	100.00	-674	Total Meeting Room Revenues	7,810	100.00	17,600	100.00	-9,790	18,256	100.00	-10,446
Cost of Sales- Meeting Room																
0	0.00	25	2.38	-25	0	0.00	0	COS-Banquet Room F & B	0	0.00	300	1.70	-300	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room AV	0	0.00	0	0.00	0	290	1.59	-290
2,127	88.68	3,425	100.53	-1,299	2,257	85.46	-130	Total Miscellaneous Profit	21,469	115.19	46,365	112.16	-24,896	51,929	113.02	-30,460

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Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,184	4.34	5,463	2.27	-279	3,393	1.42	1,791	General Manager	55,761	2.97	64,341	1.97	-8,580	55,814	1.71	-53
3,450	2.89	3,674	1.53	-224	3,046	1.27	404	Assistant General Manager	39,109	2.08	42,643	1.31	-3,534	15,369	0.47	23,740
1,268	1.06	745	0.31	522	306	0.13	962	Payroll Taxes	8,696	0.46	8,737	0.27	-41	6,630	0.20	2,066
526	0.44	1,047	0.43	-521	64	0.03	462	Employee Benefits	9,986	0.53	12,564	0.39	-2,578	11,223	0.34	-1,237
-997	-0.83	0	0.00	-997	1,224	0.51	-2,221	Vacation /PTO	16,910	0.90	0	0.00	16,910	6,287	0.19	10,624
832	0.70	0	0.00	832	813	0.34	19	Holiday	2,852	0.15	0	0.00	2,852	2,349	0.07	504
0	0.00	540	0.22	-540	250	0.10	-250	Bonus/Incentive Pay	5,824	0.31	6,480	0.20	-656	9,832	0.30	-4,007
10,262	8.59	11,469	4.76	-1,207	9,096	3.80	1,166	Total P/R & R/B- A&G	139,139	7.41	134,765	4.13	4,374	107,503	3.29	31,635
Operating Expenses- A&G																
484	0.41	2,050	0.85	-1,566	1,896	0.79	-1,412	Employee Relations	2,131	0.11	6,150	0.19	-4,019	5,782	0.18	-3,651
4,000	3.35	2,000	0.83	2,000	2,000	0.83	2,000	Accounting Fees	26,000	1.39	24,000	0.74	2,000	24,000	0.73	2,000
1,594	1.33	1,010	0.42	584	1,906	0.80	-312	Data Processing	16,460	0.88	14,622	0.45	1,838	16,381	0.50	79
96	0.08	187	0.08	-91	296	0.12	-200	Office Supplies	1,019	0.05	2,284	0.07	-1,264	2,348	0.07	-1,329
44	0.04	44	0.02	0	44	0.02	0	Muzak	507	0.03	528	0.02	-21	524	0.02	-17
0	0.00	300	0.12	-300	28	0.01	-28	Travel & Lodging	751	0.04	5,700	0.17	-4,949	2,986	0.09	-2,235
0	0.00	25	0.01	-25	0	0.00	0	Meals and Entertainment	0	0.00	300	0.01	-300	87	0.00	-87
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	212	0.01	900	0.03	-688	753	0.02	-541
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	1,554	0.08	2,177	0.07	-623	1,176	0.04	378
78	0.07	104	0.04	-26	228	0.10	-150	Postage	504	0.03	1,269	0.04	-765	1,367	0.04	-863
0	0.00	0	0.00	0	0	0.00	0	Recruitment	672	0.04	677	0.02	-6	977	0.03	-306
0	0.00	114	0.05	-114	194	0.08	-194	Employment Screening/ Drug Testing	804	0.04	1,568	0.05	-764	1,601	0.05	-797
0	0.00	0	0.00	0	244	0.10	-244	Training	503	0.03	1,500	0.05	-997	1,169	0.04	-666
210	0.18	250	0.10	-40	150	0.06	60	Dues/Subscriptions	1,592	0.08	3,992	0.12	-2,400	3,556	0.11	-1,964
3,332	2.79	6,721	2.79	-3,388	6,104	2.55	-2,771	Credit Card Commissions	47,212	2.52	91,065	2.79	-43,853	89,681	2.74	-42,469
0	0.00	0	0.00	0	0	0.00	0	Cash Over/Short	14	0.00	0	0.00	14	-266	-0.01	279
0	0.00	27	0.01	-27	0	0.00	0	Equipment Rental	0	0.00	324	0.01	-324	0	0.00	0
304	0.25	400	0.17	-96	624	0.26	-320	Payroll Services	4,541	0.24	6,651	0.20	-2,109	7,085	0.22	-2,543
707	0.59	1,000	0.42	-293	974	0.41	-266	Bank Charges	11,137	0.59	12,142	0.37	-1,005	11,958	0.37	-821
-102	-0.09	0	0.00	-102	204	0.09	-306	Chargebacks	1,494	0.08	0	0.00	1,494	2,246	0.07	-752
1,634	1.37	1,446	0.60	188	2,015	0.84	-381	Workers Comp Insurance	11,434	0.61	18,766	0.58	-7,332	18,985	0.58	-7,551
12,383	10.37	15,753	6.54	-3,370	16,982	7.09	-4,599	Total Operating- A&G	128,541	6.85	194,614	5.96	-66,073	192,397	5.89	-63,856
22,645	18.96	27,222	11.30	-4,577	26,078	10.88	-3,433	Total Expenses- A&G	267,680	14.26	329,379	10.09	-61,699	299,900	9.17	-32,221

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	3,495	1.45	-3,495	2,841	1.19	-2,841	Sales Manager	11,429	0.61	41,166	1.26	-29,737	37,236	1.14	-25,807
364	0.30	909	0.38	-545	685	0.29	-321	Revenue Management	5,550	0.30	10,908	0.33	-5,358	8,546	0.26	-2,996
0	0.00	172	0.07	-172	0	0.00	0	E Commerce Management	516	0.03	2,066	0.06	-1,549	0	0.00	516
0	0.00	312	0.13	-312	151	0.06	-151	Payroll Taxes	923	0.05	3,695	0.11	-2,773	3,249	0.10	-2,327
-68	-0.06	580	0.24	-648	590	0.25	-658	Employee Benefits	-492	-0.03	6,960	0.21	-7,452	6,724	0.21	-7,216
0	0.00	0	0.00	0	231	0.10	-231	Vacation / PTO	0	0.00	0	0.00	0	1,525	0.05	-1,525
0	0.00	0	0.00	0	0	0.00	0	Holiday	173	0.01	0	0.00	173	603	0.02	-430
0	0.00	300	0.12	-300	0	0.00	0	Bonus/Incentive Pay	199	0.01	3,600	0.11	-3,401	3,461	0.11	-3,262
296	0.25	5,768	2.40	-5,472	4,498	1.88	-4,202	Total P/R & R/B- Sales	18,298	0.98	68,395	2.10	-50,096	61,346	1.88	-43,047
Operating Expenses- Sales																
0	0.00	14	0.01	-14	0	0.00	0	Printing & Stationary	11	0.00	168	0.01	-157	75	0.00	-64
0	0.00	20	0.01	-20	45	0.02	-45	Office Supplies	22	0.00	240	0.01	-218	263	0.01	-242
0	0.00	75	0.03	-75	665	0.28	-665	Travel & Lodging	176	0.01	2,050	0.06	-1,874	2,662	0.08	-2,486
0	0.00	150	0.06	-150	61	0.03	-61	Meals & Entertainment	67	0.00	600	0.02	-533	313	0.01	-246
0	0.00	350	0.15	-350	333	0.14	-333	Promotions	313	0.02	3,700	0.11	-3,387	3,634	0.11	-3,321
0	0.00	50	0.02	-50	0	0.00	0	Telephone	100	0.01	600	0.02	-500	500	0.02	-400
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	0	0.00	0	8	0.00	-8
0	0.00	0	0.00	0	0	0.00	0	Sales Training	37	0.00	250	0.01	-213	280	0.01	-243
132	0.11	1,207	0.50	-1,075	0	0.00	132	Dues & Subscriptions	5,463	0.29	10,022	0.31	-4,559	8,117	0.25	-2,654
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	0	0.00	0	0	0.00	0	Outdoor Advertising	2,260	0.12	2,260	0.07	0	2,260	0.07	0
0	0.00	100	0.04	-100	200	0.08	-200	e Commerce Costs	0	0.00	1,200	0.04	-1,200	4,620	0.14	-4,620
480	0.40	978	0.41	-498	920	0.38	-440	Brand Paid Search	5,763	0.31	11,925	0.37	-6,162	8,577	0.26	-2,813
0	0.00	150	0.06	-150	0	0.00	0	Internet Advertising	1,050	0.06	3,455	0.11	-2,405	400	0.01	650
0	0.00	0	0.00	0	0	0.00	0	Directory Advertising	0	0.00	0	0.00	0	1,050	0.03	-1,050
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	0	0.00	0	466	0.01	-466
612	0.51	3,094	1.28	-2,482	2,224	0.93	-1,612	Total Operating- Sales	15,261	0.81	36,470	1.12	-21,209	33,244	1.02	-17,983
908	0.76	8,862	3.68	-7,954	6,722	2.80	-5,814	Total Expenses-Sales	33,560	1.79	104,865	3.21	-71,305	94,590	2.89	-61,030

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,324	2.74	5,261	2.53	-1,937	3,924	1.89	-600	Chief Engineer	54,152	3.83	62,112	2.45	-7,960	56,318	2.20	-2,166
0	0.00	1,408	0.68	-1,408	1,129	0.54	-1,129	General Maintenance	3,647	0.26	17,692	0.70	-14,045	15,390	0.60	-11,743
443	0.37	514	0.25	-70	499	0.24	-55	Payroll Taxes	4,962	0.35	6,203	0.24	-1,240	5,965	0.23	-1,003
667	0.55	610	0.29	57	503	0.24	164	Employee Benefits	7,034	0.50	7,320	0.29	-286	6,916	0.27	118
495	0.41	0	0.00	495	707	0.34	-212	Holiday	1,671	0.12	0	0.00	1,671	1,739	0.07	-68
1,601	1.32	0	0.00	1,601	471	0.23	1,130	Vacation /PTO	12,601	0.89	0	0.00	12,601	3,750	0.15	8,852
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	750	0.03	-750	750	0.03	-750
6,530	5.39	7,793	3.75	-1,263	7,232	3.48	-703	Total P/R & Related Expenses- Maintenance	84,068	5.94	94,077	3.71	-10,009	90,827	3.54	-6,760
Operating Expenses- R & M																
0	0.00	312	0.15	-312	190	0.09	-190	Auto Expense	559	0.04	3,806	0.15	-3,247	7,850	0.31	-7,291
0	0.00	62	0.03	-62	0	0.00	0	Laundry Equipment	1,181	0.08	761	0.03	420	650	0.03	531
161	0.13	416	0.20	-255	219	0.11	-58	Building Maintenance	1,675	0.12	5,075	0.20	-3,399	4,990	0.19	-3,314
72	0.06	270	0.13	-198	194	0.09	-122	Light Bulbs	1,141	0.08	3,298	0.13	-2,157	3,043	0.12	-1,902
0	0.00	312	0.15	-312	0	0.00	0	Electrical & Mechanical	655	0.05	3,806	0.15	-3,151	3,073	0.12	-2,418
185	0.15	250	0.12	-65	70	0.03	115	HVAC	2,399	0.17	3,045	0.12	-645	3,724	0.15	-1,325
11	0.01	77	0.04	-66	0	0.00	11	Plumbing & Boiler	1,628	0.12	4,740	0.19	-3,112	3,267	0.13	-1,639
462	0.38	470	0.23	-8	660	0.32	-198	Pool	3,950	0.28	5,637	0.22	-1,687	5,568	0.22	-1,618
525	0.43	680	0.33	-155	824	0.40	-299	Grounds & Landscaping	9,237	0.65	9,950	0.39	-713	9,011	0.35	227
0	0.00	0	0.00	0	21	0.01	-21	Signage	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	42	0.02	-42	100	0.05	-100	Furniture & Fixtures	1,100	0.08	507	0.02	592	726	0.03	374
0	0.00	83	0.04	-83	0	0.00	0	Painting	46	0.00	1,015	0.04	-969	537	0.02	-490
0	0.00	100	0.05	-100	128	0.06	-128	Carpet & Floor	507	0.04	2,700	0.11	-2,193	3,160	0.12	-2,653
0	0.00	30	0.01	-30	30	0.01	-30	Telephone	30	0.00	360	0.01	-330	330	0.01	-300
0	0.00	0	0.00	0	22	0.01	-22	Locks & Keys	0	0.00	0	0.00	0	148	0.01	-148
0	0.00	0	0.00	0	40	0.02	-40	Radio & TV	0	0.00	0	0.00	0	-157	-0.01	157
213	0.18	212	0.10	1	213	0.10	0	Exterminating	2,301	0.16	2,544	0.10	-243	3,887	0.15	-1,586
0	0.00	0	0.00	0	0	0.00	0	License & Permits	125	0.01	0	0.00	125	217	0.01	-92
38	0.03	0	0.00	38	34	0.02	4	Maintenance Contracts	373	0.03	1,150	0.05	-777	1,146	0.04	-773
0	0.00	0	0.00	0	0	0.00	0	Fire & Safety	4,362	0.31	4,239	0.17	123	5,288	0.21	-927
550	0.45	1,331	0.64	-781	1,365	0.66	-815	Elevator	5,146	0.36	5,324	0.21	-177	5,358	0.21	-212
2,216	1.83	4,647	2.23	-2,430	4,110	1.98	-1,893	Total Operating - R & M	36,418	2.57	57,957	2.28	-21,540	61,837	2.41	-25,419
8,746	7.22	12,439	5.98	-3,693	11,342	5.45	-2,596	Total Expenses- R & M	120,485	8.52	152,034	5.99	-31,548	152,664	5.96	-32,179

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,213	2.65	4,456	2.14	-1,243	4,560	2.19	-1,347	Electricity	49,344	3.49	66,118	2.61	-16,774	63,508	2.48	-14,164
683	0.56	1,059	0.51	-376	999	0.48	-316	Gas	6,935	0.49	9,708	0.38	-2,773	8,915	0.35	-1,981
2,288	1.89	2,818	1.35	-530	2,848	1.37	-560	Water & Sewer	26,271	1.86	31,652	1.25	-5,381	32,607	1.27	-6,336
124	0.10	781	0.38	-657	561	0.27	-436	Waste Removal	4,788	0.34	9,376	0.37	-4,588	11,714	0.46	-6,927
6,308	5.20	9,114	4.38	-2,807	8,967	4.31	-2,659	Total Expenses- Utilities	87,336	6.18	116,854	4.61	-29,518	116,744	4.56	-29,407

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
7,023	6.00	14,236	6.02	-7,213	14,201	6.01	-7,178	Franchise Fees/ Royalties	107,423	5.81	192,903	6.02	-85,480	193,203	6.03	-85,780
4,682	4.00	9,490	4.02	-4,808	9,467	4.01	-4,785	Advertising	71,616	3.87	128,602	4.01	-56,986	128,882	4.02	-57,266
0	0.00	309	0.13	-309	0	0.00	0	Reservations	812	0.04	1,702	0.05	-890	1,510	0.05	-698
1,690	1.44	8,579	3.63	-6,889	6,431	2.72	-4,741	Frequent Traveler	60,334	3.26	100,379	3.13	-40,044	105,840	3.30	-45,505
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	289	0.02	0	0.00	289	1,200	0.04	-911
13,395	11.44	32,614	13.80	-19,219	30,099	12.73	-16,704	Total Franchise Fees Expense	240,474	13.00	423,585	13.22	-183,112	430,635	13.44	-190,162

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Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,986	2.50	6,022	2.50	-3,036	5,992	2.50	-3,006	Management Fees	46,913	2.50	81,599	2.50	-34,686	81,732	2.50	-34,819
11,008	9.21	0	0.00	11,008	0	0.00	11,008	Management Fees- Owner	26,221	1.40	0	0.00	26,221	0	0.00	26,221
13,994	11.71	6,022	2.50	7,971	5,992	2.50	8,002	Total Management Fees Expense	73,134	3.90	81,599	2.50	-8,466	81,732	2.50	-8,598

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
23,622	19.77	23,621	9.81	0	22,374	9.33	1,248	Ground Lease	279,030	14.87	277,765	8.51	1,264	270,331	8.27	8,699
8,117	6.80	9,635	4.00	-1,518	-96,130	-40.11	104,248	FF & E Reserve	97,408	5.19	130,559	4.00	-33,150	0	0.00	97,408
7,907	6.62	7,907	3.28	0	5,026	2.10	2,880	Real Estate Tax	94,880	5.06	94,880	2.91	0	93,889	2.87	991
486	0.41	486	0.20	0	135	0.06	351	Personal Property Tax	5,991	0.32	5,834	0.18	157	5,704	0.17	287
5,035	4.21	4,185	1.74	850	3,998	1.67	1,037	Insurance	52,374	2.79	50,145	1.54	2,229	48,111	1.47	4,263
45,166	37.81	45,834	19.03	-668	-64,597	-26.95	109,764	TOTAL FIXED EXPENSES	529,682	28.23	559,183	17.14	-29,501	418,035	12.79	111,648

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Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
450	0.38	433	0.18	17	350	0.15	100	Owners Expense	28,387	1.51	5,200	0.16	23,187	16,779	0.51	11,609
32,426	27.14	0	0.00	32,426	8,329	3.48	24,097	Depreciation	389,112	20.74	0	0.00	389,112	365,015	11.17	24,097
2,035	1.70	0	0.00	2,035	2,039	0.85	-4	Amortization Expense	24,420	1.30	0	0.00	24,420	24,424	0.75	-4
18,916	15.84	18,916	7.85	0	18,917	7.89	-1	Interest Expense	226,715	12.08	226,992	6.96	-277	228,500	6.99	-1,785
9,468	7.93	2,409	1.00	7,059	2,397	1.00	7,071	Asset Management Fee	18,766	1.00	32,640	1.00	-13,874	32,692	1.00	-13,926
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-20	0.00	0	0.00	-20	-374	-0.01	354
0	0.00	0	0.00	0	-8,457	-3.53	8,457	Extraordinary Expenses	2,157	0.11	0	0.00	2,157	0	0.00	2,157
0	0.00	0	0.00	0	-169	-0.07	169	GB 1 YE AJE	0	0.00	0	0.00	0	-15,277	-0.47	15,277
0	0.00	0	0.00	0	19,714	8.23	-19,714	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	19,714	0.60	-19,714
1,417		0		1,417	0		1,417	Ground Lease Tax	13,831		0		13,831	0		13,831
64,712	54.17	21,758	9.04	42,954	43,120	17.99	21,592	Total Other	703,368	37.48	264,832	8.12	438,536	671,473	20.54	31,895

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Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,162		3,162		0	3,162		0	Total Rooms Available	37,332		37,332		0	37,230		102
1,621		2,813		-1,192	2,813		-1,192	Total Rooms Sold	19,593		32,619		-13,026	32,422		-12,829
51.27%		88.96%		-37.70%	88.96%		-37.70%	Occupancy %	52.48%		87.38%		-34.89%	87.09%		-34.60%
93.81		114.12		-20.31	114.12		-20.31	Average Rate	124.43		131.48		-7.04	130.33		-5.90
48.09		101.53		-53.43	101.52		-53.43	REVPAR	65.31		114.88		-49.57	113.50		-48.19
REVENUES																
152,074	98.41	321,027	98.60	-168,953	321,020	98.31	-168,946	ROOMS	2,438,008	98.43	4,288,663	98.76	-1,850,655	4,225,602	98.70	-1,787,594
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,460	1.59	4,550	1.40	-2,091	5,518	1.69	-3,058	MISCELLANEOUS	38,785	1.57	53,895	1.24	-15,111	55,751	1.30	-16,966
154,533	100.00	325,577	100.00	-171,044	326,538	100.00	-172,004	TOTAL REVENUES	2,476,793	100.00	4,342,559	100.00	-1,865,766	4,281,352	100.00	-1,804,560
DEPARTMENT EXPENSES																
29,222	19.22	68,992	21.49	-39,770	73,018	22.75	-43,796	ROOMS EXPENSE	423,072	17.35	801,998	18.70	-378,927	800,387	18.94	-377,315
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
894	36.33	1,196	26.29	-303	1,856	33.64	-963	MISCELLANEOUS EXPENSE	7,306	18.84	13,998	25.97	-6,691	14,876	26.68	-7,570
30,115	19.49	70,189	21.56	-40,073	74,875	22.93	-44,759	TOTAL DEPARTMENTAL EXPENSES	430,378	17.38	815,996	18.79	-385,618	815,263	19.04	-384,885
DEPARTMENTAL PROFIT																
122,852	80.78	252,035	78.51	-129,183	248,002	77.25	-125,150	ROOMS PROFIT	2,014,936	82.65	3,486,665	81.30	-1,471,729	3,425,215	81.06	-1,410,279
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,566	63.67	3,354	73.71	-1,788	3,662	66.36	-2,096	MISCELLANEOUS PROFIT	31,478	81.16	39,898	74.03	-8,419	40,874	73.32	-9,396
124,418	80.51	255,389	78.44	-130,971	251,663	77.07	-127,245	TOTAL DEPARTMENTAL PROFIT	2,046,415	82.62	3,526,563	81.21	-1,480,148	3,466,089	80.96	-1,419,675
20,005	12.95	30,338	9.32	-10,333	27,266	8.35	-7,261	A & G EXPENSE	281,015	11.35	363,589	8.37	-82,573	324,267	7.57	-43,251
896	0.58	2,574	0.79	-1,678	2,605	0.80	-1,709	TELECOM	25,529	1.03	29,349	0.68	-3,820	32,440	0.76	-6,910
5,814	3.76	9,735	2.99	-3,921	8,476	2.60	-2,661	SALES & MARKETING EXPENSES	94,479	3.81	126,495	2.91	-32,016	107,584	2.51	-13,105
18,821	12.18	44,972	13.81	-26,151	50,683	15.52	-31,862	FRANCHISE FEES	338,697	13.67	578,164	13.31	-239,467	574,822	13.43	-236,125
8,258	5.34	16,495	5.07	-8,237	13,401	4.10	-5,142	MAINTENANCE EXPENSES	126,810	5.12	176,640	4.07	-49,830	178,029	4.16	-51,219
8,327	5.39	9,570	2.94	-1,243	11,681	3.58	-3,353	UTILITIES EXPENSE	107,826	4.35	135,046	3.11	-27,220	133,043	3.11	-25,217
62,123	40.20	113,685	34.92	-51,562	114,111	34.95	-51,988	TOTAL ADMIN EXPENSES	974,355	39.34	1,409,283	32.45	-434,928	1,350,184	31.54	-375,829
62,295	40.31	141,704	43.52	-79,409	137,552	42.12	-75,257	HOUSE PROFIT	1,072,059	43.28	2,117,280	48.76	-1,045,220	2,115,905	49.42	-1,043,846
FIXED EXPENSES																
14,871	9.62	8,143	2.50	6,728	8,163	2.50	6,708	MANAGEMENT FEES	88,143	3.56	108,606	2.50	-20,463	107,024	2.50	-18,881
59,356	38.41	59,373	18.24	-18	-108,284	-33.16	167,639	FIXED EXPENSES	698,884	28.22	707,931	16.30	-9,047	518,868	12.12	180,015

-11,932	-7.72	74,187	22.79	-86,119	237,673	72.79	-249,605	NET OPERATING INCOME	285,033	11.51	1,300,743	29.95	-1,015,710	1,490,013	34.80	-1,204,980
102,752	66.49	40,727	12.51	62,025	61,371	18.79	41,381	Other	1,114,132	44.98	493,084	11.35	621,047	1,114,476	26.03	-345
-114,684	-74.21	33,460	10.28	-148,144	176,301	53.99	-290,986	N.I. after Other	-829,099	-33.47	807,658	18.60	-1,636,757	375,537	8.77	-1,204,635
-65,669		33,460		-99,129	172,303		-237,973	Cash before Depreciation/Amortization	-240,919		807,658		-1,048,577	910,704		-1,151,622

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Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
70,915	46.63	148,864	46.37	-77,950	148,696	46.32	-77,781	Rack/ Premium	989,576	40.59	1,856,981	43.30	-867,405	1,765,438	41.78	-775,862
9,817	6.46	19,923	6.21	-10,106	18,398	5.73	-8,581	Corporate	110,981	4.55	325,597	7.59	-214,616	265,649	6.29	-154,669
58,447	38.43	107,963	33.63	-49,516	107,705	33.55	-49,258	Discounts - Other	869,236	35.65	1,211,973	28.26	-342,738	1,269,252	30.04	-400,016
1,665	1.09	6,470	2.02	-4,805	6,336	1.97	-4,671	Government	58,605	2.40	204,748	4.77	-146,143	201,742	4.77	-143,137
8,330	5.48	30,380	9.46	-22,050	29,456	9.18	-21,126	Locally Negotiated Rate	217,386	8.92	465,808	10.86	-248,421	480,832	11.38	-263,446
149,173	98.09	313,601	97.69	-164,427	310,591	96.75	-161,417	Total Transient Revenue	2,245,784	92.12	4,065,107	94.79	-1,819,324	3,982,914	94.26	-1,737,130
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
2,640	1.74	7,426	2.31	-4,786	7,827	2.44	-5,187	Group- Corporate	185,736	7.62	223,556	5.21	-37,821	217,339	5.14	-31,604
2,640	1.74	7,426	2.31	-4,786	7,827	2.44	-5,187	Total Group Revenue	185,736	7.62	223,556	5.21	-37,821	217,339	5.14	-31,604
260	0.17	0	0.00	260	2,602	0.81	-2,342	Guaranteed No-Show	6,489	0.27	0	0.00	6,489	25,348	0.60	-18,860
152,074	100.00	321,027	100.00	-168,953	321,020	100.00	-168,946	Total Rooms Revenue	2,438,008	100.00	4,288,663	100.00	-1,850,655	4,225,602	100.00	-1,787,594
ROOM STATISTICS																
713	44	1,181	42	-468	1,196	43	-483	Rack/ Premium Rooms	6,699	34	12,450	38	-5,751	12,194	38	-5,495
95	6	169	6	-74	156	6	-61	Corporate Rooms	814	4	2,611	8	-1,797	2,039	6	-1,225
678	42	1,069	38	-391	1,064	38	-386	Discounts - Other Rooms	8,304	42	10,295	32	-1,991	10,761	33	-2,457
15	1	56	2	-41	57	2	-42	Government Rooms	485	2	1,837	6	-1,352	1,807	6	-1,322
90	6	281	10	-191	275	10	-185	Locally Negotiated Corporate Rooms	1,693	9	3,574	11	-1,881	3,784	12	-2,091
1,591	98	2,757	98	-1,166	2,748	98	-1,157	Total Transient Stats	17,995	92	30,766	94	-12,771	30,585	94	-12,590
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
30	2	56	2	-26	65	2	-35	Group- Corporate Rooms	1,597	8	1,853	6	-256	1,837	6	-240
30	2	56	2	-26	65	2	-35	Total Group Stats	1,597	8	1,853	6	-256	1,837	6	-240
1,621	100	2,813	100	-1,192	2,813	100	-1,192	TOTAL ROOM STATISTICS	19,592	100	32,619	100	-13,027	32,422	100	-12,830
Other Room Stats																
7	0	0	0	7	0	0	7	Comp Rooms	23	0	0	0	23	55	0	-32
1,158	71	0	0	1,158	1,592	57	-434	Single Occupancy	12,809	65	0	0	12,809	20,525	63	-7,716
456	28	0	0	456	1,221	43	-765	Multiple Occupancy	6,846	35	0	0	6,846	11,684	36	-4,838
0	0	0	0	0	0	0	0	GNS Stats	0	0	0	0	0	2	0	-2
145	9	0	0	145	22	1	123	Out of Order Rooms	1,331	7	0	0	1,331	227	1	1,104
2,328	144	0	0	2,328	4,557	162	-2,229	# of Guests	28,262	144	0	0	28,262	47,360	146	-19,098

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

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ADR																
99.46		126.00		-26.54	124.33		-24.87	Rack/Premium ADR	147.72		149.16		-1.44	144.78		2.94
103.34		118.04		-14.70	117.94		-14.60	Corporate ADR	136.34		124.71		11.63	130.28		6.06
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
86.20		101.00		-14.80	101.23		-15.02	Discount ADR	104.68		117.73		-13.05	117.95		-13.27
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
111.00		115.00		-4.00	111.16		-0.16	Government ADR	120.84		111.48		9.35	111.64		9.19
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
92.56		108.00		-15.44	107.11		-14.56	Local Negotiated ADR	128.40		130.33		-1.92	127.07		1.33
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
93.76		113.76		-20.00	113.02		-19.26	Total Transient ADR	124.80		132.13		-7.33	130.22		-5.42
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
88.00		132.00		-44.00	120.42		-32.42	Group - Corporate ADR	116.30		120.66		-4.36	118.31		-2.01
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
88.00		132.00		-44.00	120.42		-32.42	Total Group ADR	116.30		120.66		-4.36	118.31		-2.01

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
0	0.00	0	0.00	0	0	0.00	0	FOM/Guest Service Mgr	0	0.00	0	0.00	0	31,529	0.97	-31,529
4,886	3.01	6,189	2.20	-1,303	5,408	1.92	-522	FD/ Guest Service Reps	38,535	1.97	71,761	2.20	-33,227	67,170	2.07	-28,635
0	0.00	3,424	1.22	-3,424	2,262	0.80	-2,262	Executive Housekeeper	6,290	0.32	39,442	1.21	-33,152	36,336	1.12	-30,046
1,638	1.01	1,031	0.37	607	1,497	0.53	141	Asst Exec Housekeeper/ Inspectress	7,833	0.40	15,991	0.49	-8,158	12,653	0.39	-4,820
4,816	2.97	12,220	4.34	-7,404	13,032	4.63	-8,216	Housekeepers	76,168	3.89	141,697	4.34	-65,529	141,539	4.37	-65,371
542	0.33	2,473	0.88	-1,931	1,805	0.64	-1,263	Housemen	10,757	0.55	28,679	0.88	-17,922	22,304	0.69	-11,548
896	0.55	3,462	1.23	-2,566	1,161	0.41	-265	Laundry	16,448	0.84	40,147	1.23	-23,699	28,568	0.88	-12,121
0	0.00	2,279	0.81	-2,279	2,660	0.95	-2,660	Comp Breakfast Hostess	5,674	0.29	26,905	0.82	-21,231	26,556	0.82	-20,882
2,780	1.72	2,604	0.93	176	3,419	1.22	-638	Night Audit	33,559	1.71	31,836	0.98	1,723	29,104	0.90	4,455
1,504	0.93	2,983	1.06	-1,479	3,061	1.09	-1,558	Payroll Taxes	16,726	0.85	34,193	1.05	-17,467	34,253	1.06	-17,527
-190	-0.12	1,119	0.40	-1,309	968	0.34	-1,158	Employee Benefits	11,781	0.60	13,428	0.41	-1,647	10,134	0.31	1,648
-941	-0.58	750	0.27	-1,691	2,306	0.82	-3,247	Vacation /PTO	13,843	0.71	9,000	0.28	4,843	9,917	0.31	3,926
1,226	0.76	1,940	0.69	-714	2,183	0.78	-957	Holiday	4,981	0.25	6,780	0.21	-1,799	7,143	0.22	-2,162
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	4,750	0.15	-4,750	6,316	0.19	-6,316
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	0	0.00	0	0.00	0	10,024	0.31	-10,024
17,156	10.58	40,474	14.39	-23,317	39,762	14.13	-22,605	Total P/R & R/Benefits- Rooms	242,594	12.38	464,609	14.24	-222,016	473,544	14.61	-230,950
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	169	0.06	-169	343	0.12	-343	Newspapers	257	0.01	1,957	0.06	-1,701	2,006	0.06	-1,749
3,255	2.01	11,252	4.00	-7,997	16,485	5.86	-13,231	Comp Breakfast	49,653	2.53	130,476	4.00	-80,823	124,022	3.83	-74,369
0	0.00	0	0.00	0	16	0.01	-16	Comp Breakfast- Equipment	700	0.04	1,000	0.03	-300	2,993	0.09	-2,292
639	0.39	0	0.00	639	239	0.09	400	Laundry Supplies	1,583	0.08	0	0.00	1,583	740	0.02	843
0	0.00	1,547	0.55	-1,547	1,527	0.54	-1,527	Linen Supplies	6,163	0.31	17,940	0.55	-11,777	14,481	0.45	-8,318
1,820	1.12	1,820	0.65	0	1,500	0.53	320	Cable TV	17,552	0.90	21,840	0.67	-4,288	22,385	0.69	-4,833
361	0.22	370	0.13	-10	361	0.13	0	HSIA Support	4,229	0.22	4,440	0.14	-211	4,810	0.15	-582
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	3,750	0.11	-3,750	66	0.00	-66
669	0.41	985	0.35	-316	1,587	0.56	-918	Reservations Expense	10,791	0.55	11,417	0.35	-626	14,228	0.44	-3,437
1,108	0.68	2,813	1.00	-1,705	4,226	1.50	-3,118	Guest Room Supplies	13,192	0.67	32,619	1.00	-19,427	32,633	1.01	-19,442
298	0.18	788	0.28	-490	986	0.35	-689	Cleaning Supplies	6,823	0.35	9,133	0.28	-2,311	10,651	0.33	-3,828
240	0.15	421	0.15	-181	314	0.11	-74	Ecolab Core Supplies	5,500	0.28	5,438	0.17	62	5,883	0.18	-383
3,359	2.07	8,017	2.85	-4,658	5,068	1.80	-1,709	Travel Agents Commission	59,093	3.02	92,964	2.85	-33,871	86,893	2.68	-27,800
0	0.00	338	0.12	-338	604	0.21	-604	Uniforms	991	0.05	3,914	0.12	-2,924	4,358	0.13	-3,367
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	740	0.04	500	0.02	240	695	0.02	46
317	0.20	0	0.00	317	0	0.00	317	COVID 19 Supplies	3,213	0.16	0	0.00	3,213	0	0.00	3,213
12,065	7.44	28,519	10.14	-16,453	33,257	11.82	-21,191	Total Operating - Rooms	180,478	9.21	337,389	10.34	-156,911	326,843	10.08	-146,365
29,222	18.03	68,992	24.53	-39,770	73,018	25.96	-43,796	Total Expenses- Rooms	423,072	21.59	801,998	24.59	-378,927	800,387	24.69	-377,315
122,852	75.79	252,035	89.60	-129,183	248,002	88.16	-125,150	Net Income- Rooms	2,014,936	102.84	3,486,665	106.89	-1,471,729	3,425,215	105.64	-1,410,279

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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As of 12/31/2020

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TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	0	0.00	0	0.00	0	0	0.00	0
0	0.00	5	0.00	-5	0	0.00	0	Long Distance	0	0.00	60	0.00	-60	0	0.00	0
84	0.00	141	0.00	-57	74	0.00	10	Internet Access Fees	950	0.00	1,631	0.00	-681	1,163	0.00	-213
84	0.00	146	0.00	-62	74	0.00	10	Total Phone Revenues	950	0.00	1,691	0.00	-741	1,163	0.00	-213
COS- Communication																
1,413	0.91	1,100	0.34	313	1,264	0.39	148	COS-Local	16,423	0.66	13,200	0.30	3,223	13,343	0.31	3,080
65	0.00	120	2,400.00	-55	120	0.00	-55	COS-Long Distance	776	0.00	1,440	2,400.00	-664	3,538	#####	-2,762
-697	-828.85	1,200	853.18	-1,897	1,195	1,609.43	-1,892	COS-HSIA ISP	8,191	861.85	14,400	882.92	-6,209	15,341	1,318.83	-7,150
780	0.00	2,420	0.00	-1,640	2,579	0.00	-1,799	Total COS- Comm	25,389	0.00	29,040	0.00	-3,651	32,222	0.00	-6,832
-696	0.00	-2,274	0.00	1,578	-2,505	0.00	1,809	Gross Margin- Comm	-24,439	0.00	-27,349	0.00	2,910	-31,059	0.00	6,619
Operating Expenses																
200	0.00	100	0.00	100	100	0.00	100	Equipment Cost	1,090	0.00	1,200	0.00	-110	790	0.00	300
0	0.00	200	0.00	-200	0	0.00	0	Equipment Maintenance	0	0.00	800	0.00	-800	591	0.00	-591
200	0.00	300	0.00	-100	100	0.00	100	Total Operating - Comm	1,090	0.00	2,000	0.00	-910	1,381	0.00	-291
896	0.00	2,574	0.00	-1,678	2,605	0.00	-1,709	N.I.- Comm Dept	25,529	0.00	29,349	0.00	-3,820	32,440	0.00	-6,910

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	75	2.31	-75	0	0.00	0	Laundry/Valet	47	0.14	1,000	2.61	-953	688	1.69	-641
0	0.00	0	0.00	0	2,434	67.27	-2,434	Gift Shop Sales	0	0.00	0	0.00	0	26,006	63.78	-26,006
84	5.56	300	9.23	-216	252	6.97	-168	Vending	1,619	4.94	3,700	9.66	-2,081	3,253	7.98	-1,634
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	75	0.23	0	0.00	75	266	0.65	-191
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	1	0.00	0	0.00	1	26	0.06	-25
0	0.00	550	16.92	-550	872	24.11	-872	Late Cancellation Income	11,688	35.68	6,600	17.23	5,088	9,353	22.94	2,335
0	0.00	75	2.31	-75	0	0.00	0	Smoking Fee	2,691	8.21	900	2.35	1,791	525	1.29	2,166
60	3.97	0	0.00	60	60	1.66	0	Tax Discounts Earned	390	1.19	0	0.00	390	660	1.62	-270
1,366	90.46	2,250	69.23	-885	0	0.00	1,366	Market Sales	16,249	49.60	26,095	68.14	-9,846	0	0.00	16,249
1,510	100.00	3,250	100.00	-1,741	3,618	100.00	-2,108	Total Miscellaneous Revenues	32,760	100.00	38,295	100.00	-5,536	40,777	100.00	-8,017
COSales- Miscellaneous																
0	0.00	71	95.00	-71	0	0.00	0	COS-Laundry/Valet	0	0.00	950	95.00	-950	500	72.62	-500
0	0.00	0	0.00	0	1,856	76.27	-1,856	COS-Gift Shop	583	0.00	0	0.00	583	14,377	55.28	-13,794
894	65.44	1,125	50.00	-232	0	0.00	894	COS- Market	6,724	41.38	13,048	50.00	-6,324	0	0.00	6,724
894	59.20	1,196	36.81	-303	1,856	51.31	-963	Total COS- Miscellaneous	7,306	22.30	13,998	36.55	-6,691	14,876	36.48	-7,570
950	100.00	1,300	100.00	-350	1,900	100.00	-950	Banquet Room Rental	6,025	100.00	15,600	100.00	-9,575	14,974	100.00	-8,949
950	100.00	1,300	100.00	-350	1,900	100.00	-950	Total Meeting Room Revenues	6,025	100.00	15,600	100.00	-9,575	14,974	100.00	-8,949
Cost of Sales- Meeting Room																
1,566	103.73	3,354	103.19	-1,788	3,662	101.21	-2,096	Total Miscellaneous Profit	31,478	96.09	39,898	104.18	-8,419	40,874	100.24	-9,396

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,351	2.82	5,586	1.72	-1,235	4,140	1.27		211 General Manager	56,064	2.26	64,357	1.48	-8,293	59,772	1.40	-3,708
0	0.00	3,674	1.13	-3,674	2,862	0.88	-2,862	Assistant General Manager	31,957	1.29	43,379	1.00	-11,422	7,592	0.18	24,365
440	0.28	834	0.26	-394	391	0.12		49 Payroll Taxes	7,594	0.31	9,736	0.22	-2,142	6,299	0.15	1,295
667	0.43	1,125	0.35	-458	298	0.09		369 Employee Benefits	5,694	0.23	13,500	0.31	-7,806	5,940	0.14	-246
-356	-0.23	0	0.00	-356	653	0.20	-1,009	Vacation /PTO	12,309	0.50	0	0.00	12,309	1,130	0.03	11,180
491	0.32	0	0.00	491	814	0.25	-323	Holiday	2,326	0.09	0	0.00	2,326	1,937	0.05	389
0	0.00	1,292	0.40	-1,292	250	0.08	-250	Bonus/Incentive Pay	4,350	0.18	15,500	0.36	-11,150	13,102	0.31	-8,751
5,593	3.62	12,510	3.84	-6,918	9,408	2.88	-3,816	Total P/R & R/B- A&G	120,295	4.86	146,472	3.37	-26,177	95,772	2.24	24,523
Operating Expenses- A&G																
774	0.50	1,875	0.58	-1,101	2,017	0.62	-1,243	Employee Relations	3,570	0.14	7,175	0.17	-3,605	7,800	0.18	-4,230
4,000	2.59	2,000	0.61	2,000	2,000	0.61	2,000	Accounting Fees	26,000	1.05	24,000	0.55	2,000	24,000	0.56	2,000
1,428	0.92	1,517	0.47	-89	1,280	0.39		147 Data Processing	17,052	0.69	18,200	0.42	-1,148	18,953	0.44	-1,901
133	0.09	281	0.09	-148	-210	-0.06		343 Office Supplies	1,744	0.07	3,262	0.08	-1,518	3,552	0.08	-1,809
44	0.03	45	0.01	-1	45	0.01	-1	Muzak	462	0.02	540	0.01	-78	569	0.01	-107
0	0.00	300	0.09	-300	512	0.16	-512	Travel & Lodging	935	0.04	6,800	0.16	-5,865	5,449	0.13	-4,514
0	0.00	75	0.02	-75	0	0.00	0	Telephone	112	0.00	900	0.02	-788	200	0.00	-88
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,136	0.09	1,730	0.04	406	1,948	0.05	187
68	0.04	84	0.03	-17	137	0.04	-70	Postage	562	0.02	979	0.02	-416	1,233	0.03	-671
0	0.00	50	0.02	-50	0	0.00	0	Recruitment	729	0.03	1,300	0.03	-571	1,229	0.03	-500
0	0.00	125	0.04	-125	460	0.14	-460	Employment Screening/ Drug Testing	491	0.02	1,500	0.03	-1,009	1,750	0.04	-1,259
0	0.00	0	0.00	0	327	0.10	-327	Training	570	0.02	0	0.00	570	1,426	0.03	-856
390	0.25	253	0.08	137	150	0.05		240 Dues/Subscriptions	1,819	0.07	2,936	0.07	-1,117	3,622	0.08	-1,804
4,002	2.59	8,436	2.59	-4,434	8,608	2.64	-4,606	Credit Card Commissions	69,660	2.81	112,516	2.59	-42,856	112,464	2.63	-42,804
11	0.01	0	0.00	11	-1,245	-0.38		1,255 Cash Over/Short	2,861	0.12	0	0.00	2,861	1,368	0.03	1,493
0	0.00	28	0.01	-28	27	0.01	-27	Equipment Rental	265	0.01	336	0.01	-71	27	0.00	238
351	0.23	350	0.11	1	647	0.20	-296	Payroll Services	5,298	0.21	4,550	0.10	748	7,729	0.18	-2,431
692	0.45	1,017	0.31	-325	1,012	0.31	-320	Bank Charges	11,112	0.45	12,204	0.28	-1,092	12,101	0.28	-989
1,013	0.66	0	0.00	1,013	0	0.00	1,013	Chargebacks	2,563	0.10	0	0.00	2,563	5,210	0.12	-2,647
1,508	0.98	1,391	0.43	117	2,090	0.64	-582	Workers Comp Insurance	12,780	0.52	18,190	0.42	-5,410	17,864	0.42	-5,084
14,413	9.33	17,828	5.48	-3,415	17,857	5.47	-3,445	Total Operating- A&G	160,720	6.49	217,117	5.00	-56,397	228,495	5.34	-67,775
20,005	12.95	30,338	9.32	-10,333	27,266	8.35	-7,261	Total Expenses- A&G	281,015	11.35	363,589	8.37	-82,573	324,267	7.57	-43,251

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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SALES DEPARTMENT																
SALES																
P/R & R/B																
3,664	2.37	4,174	1.28	-510	3,463	1.06	201	Sales Manager	47,977	1.94	50,088	1.15	-2,111	45,503	1.06	2,474
498	0.32	1,242	0.38	-744	870	0.27	-372	Revenue Management	7,594	0.31	14,899	0.34	-7,305	10,845	0.25	-3,252
0	0.00	172	0.05	-172	0	0.00	0	E Commerce Management	516	0.02	2,066	0.05	-1,549	0	0.00	516
361	0.23	398	0.12	-37	230	0.07	131	Payroll Taxes	3,815	0.15	4,852	0.11	-1,037	4,198	0.10	-383
1,096	0.71	608	0.19	488	501	0.15	595	Employee Benefits	10,398	0.42	7,296	0.17	3,102	6,882	0.16	3,516
-1,088	-0.70	0	0.00	-1,088	604	0.19	-1,692	Vacation / PTO	4,965	0.20	0	0.00	4,965	1,928	0.05	3,038
415	0.27	0	0.00	415	415	0.13	0	Holiday	1,419	0.06	0	0.00	1,419	1,339	0.03	80
0	0.00	626	0.19	-626	0	0.00	0	Bonus/Incentive Pay	2,361	0.10	8,757	0.20	-6,396	7,288	0.17	-4,927
4,946	3.20	7,220	2.22	-2,273	6,084	1.86	-1,138	Total P/R & R/B- Sales	79,045	3.19	87,958	2.03	-8,912	77,983	1.82	1,062
Operating Expenses- Sales																
0	0.00	25	0.01	-25	0	0.00	0	Printing & Stationary	0	0.00	100	0.00	-100	25	0.00	-25
0	0.00	25	0.01	-25	-114	-0.03	114	Office Supplies	-78	0.00	100	0.00	-178	469	0.01	-547
0	0.00	100	0.03	-100	135	0.04	-135	Travel & Lodging	210	0.01	3,000	0.07	-2,791	2,094	0.05	-1,884
0	0.00	40	0.01	-40	0	0.00	0	Meals & Entertainment	100	0.00	480	0.01	-380	493	0.01	-393
0	0.00	300	0.09	-300	425	0.13	-425	Promotions	146	0.01	2,715	0.06	-2,569	1,311	0.03	-1,165
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	100	0.00	600	0.01	-500	450	0.01	-350
0	0.00	0	0.00	0	0	0.00	0	Sales Training	37	0.00	250	0.01	-213	50	0.00	-13
132	0.09	0	0.00	132	0	0.00	132	Dues & Subscriptions	4,833	0.20	7,799	0.18	-2,966	4,427	0.10	406
0	0.00	0	0.00	0	496	0.15	-496	Trade Show	-248	-0.01	0	0.00	-248	517	0.01	-765
0	0.00	0	0.00	0	0	0.00	0	Display Advertising	0	0.00	127	0.00	-127	0	0.00	0
0	0.00	250	0.08	-250	200	0.06	-200	e Commerce Costs	0	0.00	3,000	0.07	-3,000	2,785	0.07	-2,785
736	0.48	1,575	0.48	-839	1,200	0.37	-464	Brand Paid Search	10,335	0.42	18,267	0.42	-7,932	16,180	0.38	-5,845
0	0.00	150	0.05	-150	0	0.00	0	Internet Advertising	0	0.00	1,800	0.04	-1,800	803	0.02	-803
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	300	0.01	-300	0	0.00	0
868	0.56	2,515	0.77	-1,647	2,392	0.73	-1,524	Total Operating- Sales	15,434	0.62	38,538	0.89	-23,104	29,602	0.69	-14,168
5,814	3.76	9,735	2.99	-3,921	8,476	2.60	-2,661	Total Expenses-Sales	94,479	3.81	126,495	2.91	-32,016	107,584	2.51	-13,105

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,536	2.18	3,879	1.38	-343	2,957	1.05		580 Chief Engineer	33,041	1.69	45,356	1.39	-12,315	38,899	1.20	-5,858
1,841	1.14	2,094	0.74	-253	1,720	0.61		121 General Maintenance	20,113	1.03	24,725	0.76	-4,612	21,269	0.66	-1,156
438	0.27	436	0.16	2	429	0.15		9 Payroll Taxes	4,119	0.21	5,171	0.16	-1,051	4,637	0.14	-517
1,292	0.80	1,061	0.38	231	743	0.26		549 Employee Benefits	10,737	0.55	12,732	0.39	-1,995	12,048	0.37	-1,311
523	0.32	0	0.00	523	523	0.19		0 Holiday	1,500	0.08	0	0.00	1,500	1,669	0.05	-169
-1,746	-1.08	0	0.00	-1,746	368	0.13		-2,114 Vacation /PTO	1,998	0.10	0	0.00	1,998	3,017	0.09	-1,019
0	0.00	0	0.00	0	0	0.00		0 Bonus/Incentive Pay	0	0.00	750	0.02	-750	0	0.00	0
5,884	3.63	7,470	2.66	-1,586	6,740	2.40		-856 Total P/R & Related Expenses- Maintenance	71,508	3.65	88,734	2.72	-17,225	81,538	2.51	-10,030
Operating Expenses- R & M																
114	0.07	253	0.09	-139	0	0.00		114 Laundry Equipment	1,204	0.06	2,936	0.09	-1,732	2,269	0.07	-1,066
23	0.01	281	0.10	-259	1,535	0.55		-1,513 Building Maintenance	1,468	0.07	3,262	0.10	-1,794	4,772	0.15	-3,304
0	0.00	0	0.00	0	18	0.01		-18 Office Equipment	88	0.00	0	0.00	88	527	0.02	-439
10	0.01	225	0.08	-215	13	0.00		-2 Light Bulbs	845	0.04	2,610	0.08	-1,765	2,195	0.07	-1,350
117	0.07	309	0.11	-193	89	0.03		28 Electrical & Mechanical	6,903	0.35	3,588	0.11	3,315	3,469	0.11	3,434
0	0.00	844	0.30	-844	246	0.09		-246 HVAC	7,386	0.38	9,786	0.30	-2,400	8,955	0.28	-1,570
359	0.22	357	0.13	2	402	0.14		-44 Plumbing & Boiler	7,803	0.40	8,657	0.27	-854	5,347	0.16	2,456
85	0.05	550	0.20	-465	535	0.19		-450 Pool	1,843	0.09	6,600	0.20	-4,757	11,054	0.34	-9,211
1,367	0.84	1,850	0.66	-483	1,146	0.41		221 Grounds & Landscaping	12,804	0.65	22,200	0.68	-9,396	26,992	0.83	-14,188
0	0.00	28	0.01	-28	0	0.00		0 Signage	12	0.00	326	0.01	-314	200	0.01	-188
0	0.00	253	0.09	-253	1,168	0.42		-1,168 Furniture & Fixtures	1,701	0.09	2,936	0.09	-1,235	4,778	0.15	-3,078
0	0.00	84	0.03	-84	-50	-0.02		50 Painting	830	0.04	979	0.03	-149	1,092	0.03	-262
0	0.00	1,800	0.64	-1,800	556	0.20		-556 Carpet & Floor	30	0.00	4,600	0.14	-4,570	6,682	0.21	-6,652
0	0.00	56	0.02	-56	0	0.00		0 Window Treatments	0	0.00	652	0.02	-652	0	0.00	0
0	0.00	56	0.02	-56	0	0.00		0 Telephone	200	0.01	652	0.02	-453	0	0.00	200
0	0.00	0	0.00	0	0	0.00		0 Kitchen Equipment	0	0.00	100	0.00	-100	0	0.00	0
0	0.00	169	0.06	-169	357	0.13		-357 Locks & Keys	365	0.02	1,957	0.06	-1,593	2,085	0.06	-1,720
0	0.00	28	0.01	-28	0	0.00		0 Radio & TV	0	0.00	326	0.01	-326	538	0.02	-538
0	0.00	265	0.09	-265	197	0.07		-197 Exterminating	1,418	0.07	3,180	0.10	-1,762	3,345	0.10	-1,927
0	0.00	0	0.00	0	0	0.00		0 License & Permits	10	0.00	0	0.00	10	500	0.02	-490
0	0.00	100	0.04	-100	148	0.05		-148 Maintenance Contracts	1,330	0.07	1,200	0.04	130	1,418	0.04	-88
0	0.00	0	0.00	0	0	0.00		0 Equipment Rental	30	0.00	0	0.00	30	0	0.00	30
300	0.19	400	0.14	-100	300	0.11		0 Fire & Safety	4,606	0.24	6,000	0.18	-1,394	5,028	0.16	-422
0	0.00	1,116	0.40	-1,116	0	0.00		0 Elevator	4,428	0.23	5,359	0.16	-931	5,243	0.16	-815
2,374	1.46	9,025	3.21	-6,651	6,661	2.37		-4,287 Total Operating - R & M	55,301	2.82	87,906	2.69	-32,605	96,491	2.98	-41,189
8,258	5.09	16,495	5.86	-8,237	13,401	4.76		-5,142 Total Expenses- R & M	126,810	6.47	176,640	5.42	-49,830	178,029	5.49	-51,219

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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As of 12/31/2020

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,899	2.41	5,325	1.89	-1,426	6,345	2.26	-2,446	Electricity	64,703	3.30	86,241	2.64	-21,538	80,508	2.48	-15,805
1,395	0.86	1,151	0.41	244	1,127	0.40	267	Gas	10,083	0.51	12,563	0.39	-2,480	13,106	0.40	-3,023
2,941	1.81	2,434	0.87	507	3,387	1.20	-446	Water & Sewer	25,602	1.31	28,322	0.87	-2,720	31,094	0.96	-5,492
93	0.06	660	0.23	-567	822	0.29	-729	Waste Removal	7,437	0.38	7,920	0.24	-483	8,335	0.26	-898
8,327	5.14	9,570	3.40	-1,243	11,681	4.15	-3,353	Total Expenses- Utilities	107,826	5.50	135,046	4.14	-27,220	133,043	4.10	-25,217

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
9,124	6.00	19,295	6.01	-10,170	19,454	6.06	-10,330	Franchise Fees/ Royalties	153,872	6.31	257,716	6.01	-103,844	253,904	6.01	-100,032
6,548	4.31	12,863	4.01	-6,315	13,303	4.14	-6,755	Advertising	103,584	4.25	171,811	4.01	-68,227	169,322	4.01	-65,738
0	0.00	0	0.00	0	691	0.22	-691	Reservations	0	0.00	0	0.00	0	691	0.02	-691
3,049	2.00	12,715	3.96	-9,666	17,035	5.31	-13,986	Frequent Traveler	80,551	3.30	147,438	3.44	-66,887	150,014	3.55	-69,464
100	0.07	100	0.03	0	200	0.06	-100	Brand Guest Fees	690	0.03	1,200	0.03	-510	890	0.02	-200
18,821	12.38	44,972	14.01	-26,151	50,683	15.79	-31,862	Total Franchise Fees Expense	338,697	13.89	578,164	13.48	-239,467	574,822	13.60	-236,125

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MANAGEMENT FEES																
3,863	2.50	8,143	2.50	-4,280	8,163	2.50	-4,300	Management Fees	61,921	2.50	108,606	2.50	-46,685	107,024	2.50	-45,103
11,008	7.12	0	0.00	11,008	0	0.00	11,008	Management Fees- Owner	26,222	1.06	0	0.00	26,222	0	0.00	26,222
14,871	9.62	8,143	2.50	6,728	8,163	2.50	6,708	Total Management Fees Expense	88,143	3.56	108,606	2.50	-20,463	107,024	2.50	-18,881

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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FIXED EXPENSES																
26,198	16.95	26,198	8.05	0	24,815	7.60	1,384	Ground Lease	309,469	12.49	308,067	7.09	1,402	299,822	7.00	9,647
12,355	8.00	13,593	4.18	-1,238	-150,009	-45.94	162,364	FF & E Reserve	148,263	5.99	163,116	3.76	-14,853	0	0.00	148,263
14,649	9.48	14,649	4.50	0	12,800	3.92	1,849	Real Estate Tax	175,791	7.10	175,791	4.05	0	161,167	3.76	14,624
804	0.52	804	0.25	0	0	0.00	804	Personal Property Tax	9,866	0.40	9,647	0.22	219	6,550	0.15	3,315
5,349	3.46	4,129	1.27	1,220	4,111	1.26	1,238	Insurance	55,495	2.24	51,310	1.18	4,185	51,329	1.20	4,166
59,356	38.41	59,373	18.24	-18	-108,284	-33.16	167,639	TOTAL FIXED EXPENSES	698,884	28.22	707,931	16.30	-9,047	518,868	12.12	180,015

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
48	0.03	0	0.00	48	383	0.12	-334	Owners Expense	22,027	0.89	0	0.00	22,027	22,162	0.52	-135
45,395	29.38	0	0.00	45,395	-7,622	-2.33	53,017	Depreciation	544,740	21.99	0	0.00	544,740	491,723	11.49	53,017
3,620	2.34	0	0.00	3,620	3,624	1.11	-4	Amortization Expense	43,440	1.75	0	0.00	43,440	43,444	1.01	-4
37,470	24.25	37,470	11.51	0	37,471	11.48	-1	Interest Expense	449,088	18.13	449,642	10.35	-554	452,606	10.57	-3,518
14,647	9.48	3,257	1.00	11,390	3,265	1.00	11,382	Asset Management Fee	24,768	1.00	43,443	1.00	-18,675	42,813	1.00	-18,045
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-87	0.00	0	0.00	-87	0	0.00	-87
0	0.00	0	0.00	0	24,738	7.58	-24,738	Uninsured Loss	0	0.00	0	0.00	0	24,738	0.58	-24,738
0	0.00	0	0.00	0	-36,819	-11.28	36,819	Extraordinary Expenses	14,815	0.60	0	0.00	14,815	0	0.00	14,815
0	0.00	0	0.00	0	-75	-0.02	75	GB 1 YE AJE	0	0.00	0	0.00	0	557	0.01	-557
0	0.00	0	0.00	0	36,407	11.15	-36,407	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	36,407	0.85	-36,407
1,572		0		1,572	0		1,572	Ground Lease Tax	15,340		0		15,340	0		15,340
0	0.00	0	0.00	0	0	0.00	0	Metro & County Business Tax	0	0.00	0	0.00	0	26	0.00	-26
102,752	66.49	40,727	12.51	62,025	61,371	18.79	41,381	Total Other	1,114,132	44.98	493,084	11.35	621,047	1,114,476	26.03	-345

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Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,906		3,906		0	3,906		0	Total Rooms Available	46,116		46,116		0	45,990		126
1,480		3,213		-1,733	2,976		-1,496	Total Rooms Sold	22,630		38,544		-15,914	37,163		-14,533
37.89%		82.26%		-44.37%	76.19%		-38.30%	Occupancy %	49.07%		83.58%		-34.51%	80.81%		-31.73%
93.20		90.89		2.31	91.90		1.30	Average Rate	108.63		101.23		7.40	100.63		8.00
35.31		74.76		-39.45	70.02		-34.70	REVPAR	53.31		84.61		-31.30	81.32		-28.01
REVENUES																
137,938	96.42	292,021	97.81	-154,083	273,490	98.28	-135,552	ROOMS	2,458,287	97.39	3,901,895	98.03	-1,443,608	3,739,788	97.85	-1,281,501
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
5,116	3.58	6,530	2.19	-1,414	4,794	1.72	322	MISCELLANEOUS	66,005	2.61	78,348	1.97	-12,344	82,036	2.15	-16,031
143,054	100.00	298,551	100.00	-155,497	278,284	100.00	-135,230	TOTAL REVENUES	2,524,291	100.00	3,980,243	100.00	-1,455,952	3,821,823	100.00	-1,297,532
DEPARTMENT EXPENSES																
38,354	27.81	96,661	33.10	-58,307	91,605	33.50	-53,251	ROOMS EXPENSE	545,362	22.18	1,142,639	29.28	-597,276	1,028,673	27.51	-483,310
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
1,200	23.47	1,554	23.81	-354	2,169	45.25	-969	MISCELLANEOUS EXPENSE	13,666	20.70	18,648	23.80	-4,982	26,545	32.36	-12,879
39,554	27.65	98,215	32.90	-58,661	93,775	33.70	-54,220	TOTAL DEPARTMENTAL EXPENSES	559,028	22.15	1,161,287	29.18	-602,259	1,055,217	27.61	-496,189
DEPARTMENTAL PROFIT																
99,584	72.19	195,360	66.90	-95,776	181,884	66.50	-82,300	ROOMS PROFIT	1,912,925	77.82	2,759,256	70.72	-846,331	2,711,115	72.49	-798,190
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
3,915	76.53	4,975	76.19	-1,060	2,625	54.75	1,291	MISCELLANEOUS PROFIT	52,338	79.30	59,700	76.20	-7,362	55,491	67.64	-3,152
103,499	72.35	200,336	67.10	-96,836	184,509	66.30	-81,010	TOTAL DEPARTMENTAL PROFIT	1,965,263	77.85	2,818,956	70.82	-853,693	2,766,606	72.39	-801,343
30,649	21.43	29,210	9.78	1,440	42,383	15.23	-11,733	A & G EXPENSE	315,589	12.50	355,630	8.93	-40,041	380,343	9.95	-64,755
2,034	1.42	1,949	0.65	85	2,401	0.86	-367	TELECOM	24,866	0.99	23,388	0.59	1,478	24,279	0.64	587
9,168	6.41	9,270	3.11	-102	14,570	5.24	-5,402	SALES & MARKETING EXPENSES	112,548	4.46	120,979	3.04	-8,432	102,488	2.68	10,060
15,882	11.10	33,697	11.29	-17,815	26,756	9.61	-10,874	FRANCHISE FEES	283,394	11.23	450,212	11.31	-166,819	436,046	11.41	-152,652
9,963	6.96	14,573	4.88	-4,610	17,013	6.11	-7,050	MAINTENANCE EXPENSES	96,235	3.81	184,422	4.63	-88,187	199,491	5.22	-103,256
13,350	9.33	14,630	4.90	-1,280	15,701	5.64	-2,351	UTILITIES EXPENSE	196,367	7.78	226,635	5.69	-30,268	216,263	5.66	-19,897
81,045	56.65	103,329	34.61	-22,284	118,823	42.70	-37,778	TOTAL ADMIN EXPENSES	1,028,999	40.76	1,361,267	34.20	-332,269	1,358,911	35.56	-329,913
22,454	15.70	97,007	32.49	-74,553	65,686	23.60	-43,231	HOUSE PROFIT	936,265	37.09	1,457,689	36.62	-521,424	1,407,694	36.83	-471,430
FIXED EXPENSES																
14,580	10.19	7,470	2.50	7,110	6,957	2.50	7,623	MANAGEMENT FEES	89,351	3.54	99,579	2.50	-10,228	95,573	2.50	-6,222
43,918	30.70	47,281	15.84	-3,364	-82,318	-29.58	126,235	FIXED EXPENSES	517,613	20.51	565,613	14.21	-48,001	396,555	10.38	121,057

-36,043	-25.20	42,256	14.15	-78,299	141,046	50.68	-177,090	NET OPERATING INCOME	329,301	13.05	792,497	19.91	-463,196	915,566	23.96	-586,265
91,811	64.18	35,486	11.89	56,325	80,630	28.97	11,181	Other	941,898	37.31	429,812	10.80	512,086	950,468	24.87	-8,570
-127,855	-89.38	6,770	2.27	-134,624	60,416	21.71	-188,270	N.I. after Other	-612,597	-24.27	362,685	9.11	-975,282	-34,901	-0.91	-577,696
-86,069		6,770		-92,838	96,427		-182,495	Cash before Depreciation/Amortization	-111,165		362,685		-473,850	460,756		-571,921

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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
32,416	23.50	118,524	40.59	-86,108	90,816	33.21	-58,400	Rack/ Premium	718,662	29.23	1,320,666	33.85	-602,004	1,280,249	34.23	-561,587
48,355	35.06	14,779	5.06	33,576	50,592	18.50	-2,237	Corporate	615,509	25.04	327,876	8.40	287,633	451,966	12.09	163,543
55,106	39.95	102,813	35.21	-47,707	66,389	24.27	-11,282	Discounts - Other	711,550	28.94	977,978	25.06	-266,428	1,047,786	28.02	-336,236
0	0.00	0	0.00	0	25,112	9.18	-25,112	Government	102,293	4.16	278,536	7.14	-176,243	279,100	7.46	-176,808
897	0.65	48,194	16.50	-47,297	1,342	0.49	-445	Locally Negotiated Rate	23,815	0.97	661,336	16.95	-637,521	272,548	7.29	-248,733
-577	-0.42	0	0.00	-577	-1,479	-0.54	902	Allowances	-5,694	-0.23	0	0.00	-5,694	-15,491	-0.41	9,797
136,197	98.74	284,310	97.36	-148,113	232,772	85.11	-96,575	Total Transient Revenue	2,166,134	88.12	3,566,392	91.40	-1,400,257	3,316,158	88.67	-1,150,024
0	0.00	0	0.00	0	21,870	8.00	-21,870	Crew (Air)	125,270	5.10	1,505	0.04	123,765	145,598	3.89	-20,328
0	0.00	0	0.00	0	21,870	8.00	-21,870	Total Base Revenues	125,270	5.10	1,505	0.04	123,765	145,598	3.89	-20,328
1,008	0.73	7,711	2.64	-6,703	14,764	5.40	-13,756	Group- Corporate	153,564	6.25	333,997	8.56	-180,433	243,336	6.51	-89,772
1,008	0.73	7,711	2.64	-6,703	14,764	5.40	-13,756	Total Group Revenue	153,564	6.25	333,997	8.56	-180,433	243,336	6.51	-89,772
733	0.53	0	0.00	733	4,084	1.49	-3,351	Guaranteed No-Show	13,318	0.54	0	0.00	13,318	34,695	0.93	-21,377
137,938	100.00	292,021	100.00	-154,083	273,490	100.00	-135,552	Total Rooms Revenue	2,458,287	100.00	3,901,895	100.00	-1,443,608	3,739,788	100.00	-1,281,501
ROOM STATISTICS																
284	19	996	31	-712	871	29	-587	Rack/ Premium Rooms	5,926	26	10,511	27	-4,585	10,295	28	-4,369
499	34	161	5	338	578	19	-79	Corporate Rooms	5,201	23	2,813	7	2,388	4,197	11	1,004
672	45	1,285	40	-613	821	28	-149	Discounts - Other Rooms	7,686	34	9,738	25	-2,052	10,579	28	-2,893
0	0	0	0	0	172	6	-172	Government Rooms	713	3	2,152	6	-1,439	2,053	6	-1,340
13	1	643	20	-630	17	1	-4	Locally Negotiated Corporate Rooms	302	1	10,042	26	-9,740	5,036	14	-4,734
1,468	99	3,084	96	-1,616	2,459	83	-991	Total Transient Stats	19,828	88	35,256	91	-15,428	32,160	87	-12,332
0	0	0	0	0	416	14	-416	Crew (Air) Stats	1,740	8	26	0	1,714	2,790	8	-1,050
0	0	0	0	0	416	14	-416	Total Crew Stats	1,740	8	26	0	1,714	2,790	8	-1,050
12	1	129	4	-117	101	3	-89	Group- Corporate Rooms	1,062	5	3,261	8	-2,199	2,213	6	-1,151
12	1	129	4	-117	101	3	-89	Total Group Stats	1,062	5	3,261	8	-2,199	2,213	6	-1,151
1,480	100	3,213	100	-1,733	2,976	100	-1,496	TOTAL ROOM STATISTICS	22,630	100	38,544	100	-15,914	37,163	100	-14,533
Other Room Stats																
14	1	0	0	14	7	0		7 Comp Rooms	72	0	0	0	72	78	0	-6
2	0	0	0	2	0	0		2 House Use Rooms	2	0	0	0	2	0	0	2
868	59	0	0	868	1,205	40	-337	Multiple Occupancy	10,947	48	0	0	10,947	12,496	34	-1,549
0	0	0	0	0	0	0		0 GNS Stats	0	0	0	0	0	2	0	-2
633	43	0	0	633	179	6		454 Out of Order Rooms	11,684	52	0	0	11,684	1,453	4	10,231

2,824	191	0	0	2,824	4,823	162	-1,999 # of Guests	39,576	175	0	0	39,576	56,105	151	-16,529
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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
114.14		119.00		-4.86	104.27		9.87	Rack/Premium ADR	121.27		125.65		-4.38	124.36		-3.08
96.90		92.00		4.91	87.53		9.38	Corporate ADR	118.34		116.55		1.79	107.69		10.66
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
82.00		80.00		2.01	80.86		1.14	Discount ADR	92.58		100.43		-7.85	99.04		-6.47
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		0.00		0.00	146.00		-146.00	Government ADR	143.47		129.41		14.06	135.95		7.52
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
69.00		75.00		-6.00	78.96		-9.96	Local Negotiated ADR	78.86		65.85		13.00	54.12		24.74
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
92.78		92.17		0.60	94.66		-1.88	Total Transient ADR	109.25		101.16		8.09	103.11		6.13
0.00		0.00		0.00	52.57		-52.57	Crew ADR	71.99		57.00		14.99	52.19		19.81
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
84.00		60.00		24.00	146.18		-62.18	Group - Corporate ADR	144.60		102.41		42.19	109.96		34.64
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
84.00		60.00		24.00	146.18		-62.18	Total Group ADR	144.60		102.41		42.19	109.96		34.64

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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00- Master P&L-CAPSTONE

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
5,624	3.80	7,216	2.25	-1,592	6,785	2.28	-1,161	FD/ Guest Service Reps	49,229	2.18	86,563	2.25	-37,334	88,023	2.37	-38,793
0	0.00	2,774	0.86	-2,774	0	0.00	0	FD/Supervisor	5,161	0.23	32,749	0.85	-27,588	545	0.01	4,616
0	0.00	3,937	1.23	-3,937	1,681	0.56	-1,681	Executive Housekeeper	31,139	1.38	45,351	1.18	-14,212	29,482	0.79	1,657
1,925	1.30	2,434	0.76	-509	3,297	1.11	-1,371	Asst Exec Housekeeper/ Inspectress	15,038	0.66	28,735	0.75	-13,697	27,014	0.73	-11,976
5,534	3.74	18,351	5.71	-12,817	16,155	5.43	-10,621	Housekeepers	74,593	3.30	220,138	5.71	-145,545	181,055	4.87	-106,462
5,625	3.80	6,777	2.11	-1,152	4,156	1.40	1,470	Housemen	37,064	1.64	83,526	2.17	-46,462	50,768	1.37	-13,704
1,443	0.98	2,399	0.75	-956	3,534	1.19	-2,091	Laundry	15,835	0.70	28,779	0.75	-12,944	36,020	0.97	-20,185
0	0.00	4,023	1.25	-4,023	3,536	1.19	-3,536	Comp Breakfast Hostess	10,556	0.47	47,497	1.23	-36,941	48,696	1.31	-38,140
0	0.00	1,523	0.47	-1,523	1,111	0.37	-1,111	Evening Social Host	3,557	0.16	17,981	0.47	-14,424	14,792	0.40	-11,235
3,216	2.17	3,348	1.04	-132	4,385	1.47	-1,170	Night Audit	40,610	1.79	39,528	1.03	1,082	40,091	1.08	519
2,064	1.39	4,083	1.27	-2,019	4,193	1.41	-2,129	Payroll Taxes	23,879	1.06	47,175	1.22	-23,296	40,604	1.09	-16,724
-73	-0.05	954	0.30	-1,027	-335	-0.11	262	Employee Benefits	-427	-0.02	11,448	0.30	-11,875	9,537	0.26	-9,964
-404	-0.27	1,251	0.39	-1,655	4,469	1.50	-4,873	Vacation /PTO	14,673	0.65	15,012	0.39	-339	18,867	0.51	-4,194
1,252	0.85	2,672	0.83	-1,420	1,188	0.40	64	Holiday	4,624	0.20	9,352	0.24	-4,728	8,966	0.24	-4,343
0	0.00	0	0.00	0	200	0.07	-200	Bonus/Incentive Pay	0	0.00	0	0.00	0	610	0.02	-610
606	0.41	0	0.00	606	0	0.00	606	Contract Labor- Housekeepers	23,526	1.04	0	0.00	23,526	0	0.00	23,526
26,813	18.12	61,742	19.22	-34,929	54,356	18.26	-27,543	Total P/R & R/Benefits- Rooms	349,058	15.42	713,834	18.52	-364,776	595,070	16.01	-246,012
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	225	0.07	-225	180	0.06	-180	Newspapers	622	0.03	2,698	0.07	-2,076	2,197	0.06	-1,576
2,408	1.63	10,442	3.25	-8,034	9,783	3.29	-7,375	Comp Breakfast	36,336	1.61	125,268	3.25	-88,932	126,205	3.40	-89,869
0	0.00	100	0.03	-100	0	0.00	0	Comp Breakfast- Equipment	297	0.01	6,100	0.16	-5,803	6,708	0.18	-6,411
0	0.00	300	0.09	-300	440	0.15	-440	Rooms- Promotion	1,459	0.06	3,600	0.09	-2,141	2,512	0.07	-1,053
0	0.00	418	0.13	-418	711	0.24	-711	Kitchen Furnishings	1,152	0.05	5,011	0.13	-3,858	5,541	0.15	-4,388
0	0.00	257	0.08	-257	737	0.25	-737	Laundry Supplies	3,036	0.13	3,084	0.08	-47	3,651	0.10	-615
0	0.00	1,767	0.55	-1,767	5,399	1.81	-5,399	Linen Supplies	6,210	0.27	21,199	0.55	-14,989	23,080	0.62	-16,870
0	0.00	2,540	0.79	-2,540	1,344	0.45	-1,344	Cable TV	14,054	0.62	30,480	0.79	-16,426	29,106	0.78	-15,052
441	0.30	441	0.14	0	441	0.15	0	HSIA Support	5,195	0.23	5,292	0.14	-97	5,292	0.14	-97
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	5,000	0.13	-5,000	0	0.00	0
736	0.50	1,928	0.60	-1,191	-2,332	-0.78	3,069	Reservations Expense	11,104	0.49	23,126	0.60	-12,023	29,756	0.80	-18,652
1,258	0.85	3,117	0.97	-1,859	3,548	1.19	-2,290	Guest Room Supplies	17,184	0.76	37,388	0.97	-20,204	38,688	1.04	-21,504
137	0.09	964	0.30	-827	641	0.22	-504	Cleaning Supplies	6,473	0.29	11,563	0.30	-5,090	11,068	0.30	-4,595
-256	-0.17	418	0.13	-674	407	0.14	-663	Ecolab Core Supplies	3,233	0.14	5,010	0.13	-1,777	5,060	0.14	-1,827
0	0.00	3,534	1.10	-3,534	2,646	0.89	-2,646	Evening Social- Food	7,645	0.34	42,398	1.10	-34,754	38,074	1.02	-30,429
0	0.00	643	0.20	-643	1,228	0.41	-1,228	Evening Social- Beverage	1,955	0.09	7,709	0.20	-5,754	8,927	0.24	-6,973
0	0.00	25	0.01	-25	0	0.00	0	Evening Social- Equipment	253	0.01	300	0.01	-47	1,051	0.03	-798
6,604	4.46	7,551	2.35	-947	11,494	3.86	-4,891	Travel Agents Commission	75,345	3.33	90,578	2.35	-15,233	88,961	2.39	-13,616
0	0.00	250	0.08	-250	0	0.00	0	Uniforms	1,723	0.08	3,000	0.08	-1,277	5,046	0.14	-3,324
0	0.00	0	0.00	0	582	0.20	-582	Walk Expense	973	0.04	0	0.00	973	2,679	0.07	-1,706
212	0.14	0	0.00	212	0	0.00	212	COVID 19 Supplies	2,056	0.09	0	0.00	2,056	0	0.00	2,056
11,541	7.80	34,919	10.87	-23,378	37,250	12.52	-25,709	Total Operating - Rooms	196,304	8.67	428,804	11.13	-232,500	433,603	11.67	-237,298
38,354	25.91	96,661	30.08	-58,307	91,605	30.78	-53,251	Total Expenses- Rooms	545,362	24.10	1,142,639	29.65	-597,276	1,028,673	27.68	-483,310
99,584	67.29	195,360	60.80	-95,776	181,884	61.12	-82,300	Net Income- Rooms	1,912,925	84.53	2,759,256	71.59	-846,331	2,711,115	72.95	-798,190

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
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 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
-3	0.00	50	0.00	-53	8	0.00	-11	Long Distance	404	0.00	600	0.00	-196	543	0.00	-138
193	0.00	192	0.00	1	188	0.00	5	Internet Access Fees	1,728	0.00	2,304	0.00	-576	2,110	0.00	-382
191	0.00	242	0.00	-51	196	0.00	-6	Total Phone Revenues	2,132	0.00	2,904	0.00	-772	2,653	0.00	-520
COS- Communication																
732	0.51	0	0.00	732	704	0.25	28	COS-Local	733	0.03	0	0.00	733	8,222	0.22	-7,489
0	0.00	691	1,382.00	-691	0	0.00	0	COS-Long Distance	8,005	1,979.13	8,292	1,382.00	-287	0	0.00	8,005
1,430	740.74	1,400	729.17	30	1,400	744.28	30	COS-HSIA ISP	17,070	988.10	16,800	729.17	270	16,800	796.30	270
2,162	0.00	2,091	0.00	71	2,104	0.00	58	Total COS- Comm	25,809	0.00	25,092	0.00	717	25,022	0.00	787
-1,972	0.00	-1,849	0.00	-123	-1,908	0.00	-64	Gross Margin- Comm	-23,677	0.00	-22,188	0.00	-1,489	-22,369	0.00	-1,307
Operating Expenses																
62	0.00	100	0.00	-38	-92	0.00	154	Equipment Cost	1,122	0.00	1,200	0.00	-78	1,200	0.00	-78
0	0.00	0	0.00	0	585	0.00	-585	Equipment Maintenance	68	0.00	0	0.00	68	710	0.00	-643
62	0.00	100	0.00	-38	493	0.00	-431	Total Operating - Comm	1,190	0.00	1,200	0.00	-10	1,910	0.00	-720
2,034	0.00	1,949	0.00	85	2,401	0.00	-367	N.I.- Comm Dept	24,866	0.00	23,388	0.00	1,478	24,279	0.00	587

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
96	2.45	85	1.43	11	37	0.86	60	Laundry/Valet	232	0.42	1,020	1.43	-788	1,147	1.66	-915
0	0.00	0	0.00	0	323	7.60	-323	Movie Income	-22	-0.04	0	0.00	-22	4,436	6.42	-4,457
0	0.00	0	0.00	0	2,279	53.52	-2,279	Gift Shop Sales	0	0.00	0	0.00	0	32,768	47.42	-32,768
321	8.21	350	5.90	-29	85	2.01	236	Vending	4,868	8.87	4,200	5.90	668	5,629	8.15	-761
150	3.83	600	10.12	-450	150	3.52	0	Pet Fees	6,776	12.34	7,200	10.12	-424	6,220	9.00	557
0	0.00	0	0.00	0	0	0.00	0	Fax	0	0.00	0	0.00	0	0	0.00	0
47	1.19	0	0.00	47	-5	-0.12	52	Miscellaneous	122	0.22	0	0.00	122	-10	-0.01	132
139	3.54	300	5.06	-161	0	0.00	139	Late Cancellation Income	2,821	5.14	3,600	5.06	-779	0	0.00	2,821
815	20.81	250	4.22	565	0	0.00	815	Smoking Fee	4,224	7.69	3,000	4.22	1,224	2,250	3.26	1,974
1,389	35.47	1,389	23.42	0	1,389	32.62	0	Space Rental	16,668	30.36	16,668	23.43	0	16,668	24.12	0
0	0.00	0	0.00	0	0	0.00	0	Room Service	3,600	6.56	0	0.00	3,600	0	0.00	3,600
959	24.49	2,956	49.85	-1,997	0	0.00	959	Market Sales	15,619	28.45	35,460	49.84	-19,841	0	0.00	15,619
3,916	100.00	5,930	100.00	-2,014	4,259	100.00	-343	Total Miscellaneous Revenues	54,909	100.00	71,148	100.00	-16,239	69,107	100.00	-14,198
COSales- Miscellaneous																
81	84.56	77	90.00	5	34	93.70	47	COS-Laundry/Valet	194	83.60	918	90.00	-724	961	83.84	-767
334	8.54	0	0.00	334	759	17.82	-425	COS-Movies	6,497	11.83	0	0.00	6,497	7,403	10.71	-906
506	0.00	0	0.00	506	1,376	60.37	-870	COS-Gift Shop	506	0.00	0	0.00	506	18,180	55.48	-17,674
0	0.00	0	0.00	0	0	0.00	0	COS- Room Service	369	0.67	0	0.00	369	0	0.00	369
279	29.11	1,478	50.00	-1,199	0	0.00	279	COS- Market	6,099	39.05	17,730	50.00	-11,631	0	0.00	6,099
0	0.00	0	0.00	0	0	0.00	0	COS- Market Beer/Wine	1	0.00	0	0.00	1	0	0.00	1
1,200	30.66	1,554	26.21	-354	2,169	50.93	-969	Total COS- Miscellaneous	13,666	24.89	18,648	26.21	-4,982	26,545	38.41	-12,879
1,000	83.33	600	100.00	400	450	84.11	550	Banquet Room Rental	8,463	76.27	7,200	100.00	1,263	10,465	80.95	-2,002
0	0.00	0	0.00	0	0	0.00	0	Banquet Room F & B	1,352	12.19	0	0.00	1,352	656	5.07	697
0	0.00	0	0.00	0	0	0.00	0	Banquet Room AV Rental	25	0.23	0	0.00	25	247	1.91	-222
200	3.91	0	0.00	200	85	1.77	115	Banquet Room Setup Service Charge	1,255	1.90	0	0.00	1,255	1,561	1.90	-306
1,200	100.00	600	100.00	600	535	100.00	665	Total Meeting Room Revenues	11,095	100.00	7,200	100.00	3,895	12,928	100.00	-1,833
Cost of Sales- Meeting Room																
3,915	99.99	4,975	83.90	-1,060	2,625	61.63	1,291	Total Miscellaneous Profit	52,338	95.32	59,700	83.91	-7,362	55,491	80.30	-3,152

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,437	3.80	6,666	2.23	-1,229	4,569	1.64	867	General Manager	76,139	3.02	79,992	2.01	-3,853	78,724	2.06	-2,584
4,019	2.81	3,587	1.20	432	2,974	1.07	1,046	Assistant General Manager	42,297	1.68	41,524	1.04	773	30,835	0.81	11,462
0	0.00	0	0.00	0	545	0.20	-545	Operations Manager	0	0.00	0	0.00	0	0	0.00	0
882	0.62	738	0.25	143	647	0.23	235	Payroll Taxes	9,484	0.38	9,368	0.24	116	9,073	0.24	412
1,759	1.23	523	0.18	1,236	2,069	0.74	-309	Employee Benefits	16,633	0.66	6,276	0.16	10,357	7,155	0.19	9,478
217	0.15	0	0.00	217	888	0.32	-672	Vacation /PTO	9,590	0.38	0	0.00	9,590	8,116	0.21	1,475
592	0.41	0	0.00	592	908	0.33	-315	Holiday	3,160	0.13	0	0.00	3,160	1,952	0.05	1,208
0	0.00	0	0.00	0	250	0.09	-250	Bonus/Incentive Pay	1,666	0.07	8,600	0.22	-6,934	7,145	0.19	-5,479
12,906	9.02	11,514	3.86	1,392	12,849	4.62	57	Total P/R & R/B- A&G	158,970	6.30	145,760	3.66	13,210	142,999	3.74	15,971
Operating Expenses- A&G																
517	0.36	2,500	0.84	-1,983	2,679	0.96	-2,162	Employee Relations	2,221	0.09	6,900	0.17	-4,679	7,979	0.21	-5,758
4,000	2.80	2,000	0.67	2,000	2,000	0.72	2,000	Accounting Fees	26,000	1.03	24,000	0.60	2,000	24,000	0.63	2,000
1,365	0.95	1,500	0.50	-135	1,165	0.42	200	Data Processing	18,373	0.73	15,836	0.40	2,537	15,283	0.40	3,090
196	0.14	300	0.10	-104	295	0.11	-99	Office Supplies	3,097	0.12	3,600	0.09	-503	5,223	0.14	-2,126
55	0.04	55	0.02	0	55	0.02	0	Muzak	643	0.03	660	0.02	-17	949	0.02	-307
15	0.01	300	0.10	-285	28	0.01	-14	Travel & Lodging	3,532	0.14	9,000	0.23	-5,468	14,240	0.37	-10,708
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	30	0.00	0	0.00	30	1,242	0.03	-1,212
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	188	0.01	900	0.02	-712	825	0.02	-637
50	0.03	0	0.00	50	200	0.07	-150	Licenses and Permits	3,777	0.15	3,428	0.09	349	4,033	0.11	-256
228	0.16	60	0.02	168	188	0.07	40	Postage	958	0.04	720	0.02	238	1,353	0.04	-395
0	0.00	70	0.02	-70	405	0.15	-405	Recruitment	900	0.04	1,520	0.04	-620	1,907	0.05	-1,007
285	0.20	180	0.06	105	170	0.06	115	Employment Screening/ Drug Testing	2,082	0.08	2,160	0.05	-78	2,242	0.06	-160
0	0.00	0	0.00	0	2,447	0.88	-2,447	Training	2,260	0.09	2,050	0.05	210	3,568	0.09	-1,308
0	0.00	0	0.00	0	983	0.35	-983	Bad Debt	0	0.00	0	0.00	0	983	0.03	-983
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	0	0.00	0	0.00	0	174	0.00	-174
0	0.00	0	0.00	0	0	0.00	0	Security Service	78	0.00	0	0.00	78	8,922	0.23	-8,844
150	0.10	165	0.06	-15	150	0.05	0	Dues/Subscriptions	2,113	0.08	1,980	0.05	133	4,360	0.11	-2,247
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	277	0.01	-277
3,619	2.53	7,559	2.53	-3,940	7,461	2.68	-3,842	Credit Card Commissions	55,254	2.19	100,774	2.53	-45,520	95,977	2.51	-40,723
3,909	2.73	0	0.00	3,909	6,044	2.17	-2,136	Cash Over/Short	-554	-0.02	0	0.00	-554	-2,543	-0.07	1,989
0	0.00	98	0.03	-98	101	0.04	-101	Equipment Rental	1,120	0.04	1,576	0.04	-456	1,655	0.04	-535
437	0.31	350	0.12	87	671	0.24	-234	Payroll Services	5,456	0.22	3,850	0.10	1,606	6,409	0.17	-953
531	0.37	1,483	0.50	-952	1,414	0.51	-883	Bank Charges	13,828	0.55	17,796	0.45	-3,968	17,718	0.46	-3,889
634	0.44	0	0.00	634	1,266	0.46	-633	Chargebacks	2,711	0.11	0	0.00	2,711	5,504	0.14	-2,793
1,753	1.23	1,000	0.33	753	1,735	0.62	18	Workers Comp Insurance	12,553	0.50	13,120	0.33	-567	15,067	0.39	-2,514
17,744	12.40	17,695	5.93	48	29,534	10.61	-11,790	Total Operating- A&G	156,619	6.20	209,870	5.27	-53,251	237,344	6.21	-80,726
30,649	21.43	29,210	9.78	1,440	42,383	15.23	-11,733	Total Expenses- A&G	315,589	12.50	355,630	8.93	-40,041	380,343	9.95	-64,755

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SALES DEPARTMENT																
SALES																
P/R & R/B																
5,586	3.90	5,949	1.99	-363	7,353	2.64	-1,767	Director of Sales	61,776	2.45	68,868	1.73	-7,092	49,033	1.28	12,743
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	110	0.00	0	0.00	110	183	0.00	-72
452	0.32	1,161	0.39	-709	815	0.29	-363	Revenue Management	6,896	0.27	13,931	0.35	-7,035	10,190	0.27	-3,294
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.02	2,066	0.05	-1,549	0	0.00	516
471	0.33	451	0.15	19	0	0.00	471	Payroll Taxes	4,920	0.19	5,518	0.14	-598	2,819	0.07	2,102
1,749	1.22	642	0.22	1,107	0	0.00	1,749	Employee Benefits	13,753	0.54	7,704	0.19	6,049	2,360	0.06	11,393
-259	-0.18	0	0.00	-259	0	0.00	-259	Vacation / PTO	4,165	0.17	0	0.00	4,165	0	0.00	4,165
523	0.37	0	0.00	523	735	0.26	-212	Holiday	1,778	0.07	0	0.00	1,778	947	0.02	832
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	247	0.01	4,132	0.10	-3,885	2,155	0.06	-1,908
8,522	5.96	8,375	2.81	147	8,904	3.20	-381	Total P/R & R/B- Sales	94,162	3.73	102,218	2.57	-8,056	67,686	1.77	26,477
Operating Expenses- Sales																
0	0.00	20	0.01	-20	0	0.00	0	Printing & Stationary	0	0.00	240	0.01	-240	0	0.00	0
0	0.00	20	0.01	-20	0	0.00	0	Office Supplies	203	0.01	240	0.01	-37	575	0.02	-372
0	0.00	25	0.01	-25	3,862	1.39	-3,862	Travel & Lodging	1,956	0.08	3,025	0.08	-1,069	9,619	0.25	-7,663
0	0.00	30	0.01	-30	0	0.00	0	Meals & Entertainment	80	0.00	360	0.01	-280	1,361	0.04	-1,281
0	0.00	100	0.03	-100	29	0.01	-29	Promotions	190	0.01	1,900	0.05	-1,710	878	0.02	-688
0	0.00	50	0.02	-50	0	0.00	0	Telephone	100	0.00	600	0.02	-500	300	0.01	-200
0	0.00	0	0.00	0	0	0.00	0	Sales Training	1,787	0.07	2,000	0.05	-213	150	0.00	1,637
132	0.09	0	0.00	132	0	0.00	132	Dues & Subscriptions	4,584	0.18	3,071	0.08	1,513	6,806	0.18	-2,222
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	0	0.00	0	200	0.07	-200	e Commerce Costs	100	0.00	400	0.01	-300	3,293	0.09	-3,193
514	0.36	450	0.15	64	1,575	0.57	-1,061	Brand Paid Search	9,385	0.37	5,400	0.14	3,985	10,685	0.28	-1,300
0	0.00	200	0.07	-200	0	0.00	0	Internet Advertising	0	0.00	800	0.02	-800	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Magazine Advertising	0	0.00	0	0.00	0	1,115	0.03	-1,115
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
646	0.45	895	0.30	-249	5,666	2.04	-5,020	Total Operating- Sales	18,386	0.73	18,761	0.47	-375	34,802	0.91	-16,417
9,168	6.41	9,270	3.11	-102	14,570	5.24	-5,402	Total Expenses-Sales	112,548	4.46	120,979	3.04	-8,432	102,488	2.68	10,060

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
2,008	1.36	4,461	1.39	-2,453	3,699	1.24	-1,691	Chief Engineer	27,458	1.21	51,273	1.33	-23,815	53,301	1.43	-25,843
1,649	1.11	2,552	0.79	-903	1,994	0.67	-345	General Maintenance	11,241	0.50	30,624	0.79	-19,383	27,428	0.74	-16,188
345	0.23	463	0.14	-117	536	0.18	-190	Payroll Taxes	3,396	0.15	5,405	0.14	-2,009	6,011	0.16	-2,615
0	0.00	517	0.16	-517	488	0.16	-488	Employee Benefits	3,838	0.17	6,204	0.16	-2,366	5,908	0.16	-2,070
0	0.00	0	0.00	0	617	0.21	-617	Holiday	618	0.03	0	0.00	618	2,116	0.06	-1,498
350	0.24	0	0.00	350	225	0.08	125	Vacation /PTO	5,312	0.23	0	0.00	5,312	4,825	0.13	487
4,351	2.94	7,993	2.49	-3,641	7,559	2.54	-3,207	Total P/R & Related Expenses- Maintenance	51,862	2.29	93,506	2.43	-41,644	99,590	2.68	-47,728
Operating Expenses- R & M																
0	0.00	257	0.08	-257	78	0.03	-78	Laundry Equipment	262	0.01	3,084	0.08	-2,822	4,719	0.13	-4,457
113	0.08	900	0.28	-787	886	0.30	-773	Building Maintenance	1,095	0.05	10,792	0.28	-9,697	10,571	0.28	-9,476
0	0.00	257	0.08	-257	179	0.06	-179	Light Bulbs	718	0.03	3,084	0.08	-2,366	2,763	0.07	-2,046
0	0.00	161	0.05	-161	227	0.08	-227	Electrical & Mechanical	451	0.02	1,927	0.05	-1,476	970	0.03	-519
0	0.00	964	0.30	-964	0	0.00	0	HVAC	1,924	0.09	11,563	0.30	-9,639	7,581	0.20	-5,657
205	0.14	643	0.20	-437	201	0.07	5	Plumbing & Boiler	9,151	0.40	7,709	0.20	1,442	8,579	0.23	572
172	0.12	257	0.08	-86	172	0.06	0	Pool	2,297	0.10	3,084	0.08	-786	2,970	0.08	-673
0	0.00	850	0.26	-850	4,352	1.46	-4,352	Grounds & Landscaping	7,863	0.35	13,100	0.34	-5,237	13,768	0.37	-5,905
0	0.00	0	0.00	0	0	0.00	0	Interior Plants	248	0.01	0	0.00	248	0	0.00	248
0	0.00	0	0.00	0	0	0.00	0	Signage	1,010	0.04	0	0.00	1,010	45	0.00	965
0	0.00	161	0.05	-161	0	0.00	0	Furniture & Fixtures	-2,379	-0.11	1,927	0.05	-4,307	3,282	0.09	-5,661
29	0.02	193	0.06	-164	41	0.01	-12	Painting	326	0.01	2,313	0.06	-1,987	1,397	0.04	-1,071
183	0.12	200	0.06	-17	1,572	0.53	-1,390	Carpet & Floor	325	0.01	5,700	0.15	-5,375	4,640	0.12	-4,315
0	0.00	0	0.00	0	0	0.00	0	Window Treatments	0	0.00	0	0.00	0	638	0.02	-638
0	0.00	30	0.01	-30	30	0.01	-30	Telephone	60	0.00	360	0.01	-300	355	0.01	-295
0	0.00	257	0.08	-257	38	0.01	-38	Kitchen Equipment	2,390	0.11	3,084	0.08	-693	5,016	0.13	-2,625
0	0.00	96	0.03	-96	0	0.00	0	Locks & Keys	155	0.01	1,156	0.03	-1,001	1,033	0.03	-878
0	0.00	257	0.08	-257	919	0.31	-919	Radio & TV	285	0.01	3,084	0.08	-2,799	4,125	0.11	-3,840
375	0.25	800	0.25	-425	510	0.17	-135	Exterminating	6,177	0.27	9,600	0.25	-3,423	9,855	0.27	-3,678
4,535	3.06	98	0.03	4,437	0	0.00	4,535	Fire & Safety	6,826	0.30	3,007	0.08	3,819	8,698	0.23	-1,871
0	0.00	200	0.06	-200	250	0.08	-250	Elevator	5,189	0.23	6,344	0.16	-1,155	8,898	0.24	-3,709
5,611	3.79	6,580	2.05	-969	9,454	3.18	-3,843	Total Operating - R & M	44,373	1.96	90,916	2.36	-46,544	99,901	2.69	-55,528
9,963	6.73	14,573	4.54	-4,610	17,013	5.72	-7,050	Total Expenses- R & M	96,235	4.25	184,422	4.78	-88,187	199,491	5.37	-103,256

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
7,371	4.98	8,793	2.74	-1,422	7,470	2.51	-99	Electricity	136,849	6.05	156,888	4.07	-20,039	148,554	4.00	-11,705
809	0.55	1,868	0.58	-1,059	1,990	0.67	-1,181	Gas	7,638	0.34	16,861	0.44	-9,223	13,497	0.36	-5,859
3,714	2.51	2,829	0.88	885	5,486	1.84	-1,773	Water & Sewer	40,356	1.78	39,206	1.02	1,150	41,398	1.11	-1,042
1,456	0.98	1,140	0.35	316	755	0.25	701	Waste Removal	11,524	0.51	13,680	0.35	-2,156	12,815	0.34	-1,291
13,350	9.02	14,630	4.55	-1,280	15,701	5.28	-2,351	Total Expenses- Utilities	196,367	8.68	226,635	5.88	-30,268	216,263	5.82	-19,897

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
7,853	5.69	16,078	5.51	-8,225	15,042	5.50	-7,189	Franchise Fees/ Royalties	135,845	5.53	214,802	5.51	-78,958	205,715	5.50	-69,871
4,997	3.62	10,231	3.50	-5,234	9,572	3.50	-4,575	Advertising	86,347	3.51	136,692	3.50	-50,346	131,644	3.52	-45,297
1,997	1.45	7,388	2.53	-5,392	2,142	0.78	-145	Frequent Traveler	58,576	2.38	98,718	2.53	-40,142	95,565	2.56	-36,989
1,035	0.75	0	0.00	1,035	0	0.00	1,035	Brand Guest Fees	2,627	0.11	0	0.00	2,627	2,272	0.06	355
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	0	0.00	0	0.00	0	850	0.02	-850
15,882	11.51	33,697	11.54	-17,815	26,756	9.78	-10,874	Total Franchise Fees Expense	283,394	11.53	450,212	11.54	-166,819	436,046	11.66	-152,652

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MANAGEMENT FEES																
3,576	2.50	7,470	2.50	-3,894	6,957	2.50	-3,381	Management Fees	63,106	2.50	99,579	2.50	-36,473	95,573	2.50	-32,467
11,004	7.69	0	0.00	11,004	0	0.00	11,004	Management Fees- Owner	26,245	1.04	0	0.00	26,245	0	0.00	26,245
14,580	10.19	7,470	2.50	7,110	6,957	2.50	7,623	Total Management Fees Expense	89,351	3.54	99,579	2.50	-10,228	95,573	2.50	-6,222

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FIXED EXPENSES																
14,206	9.93	14,205	4.76	0	13,792	4.96	414	Ground Lease	169,224	6.70	168,810	4.24	414	164,295	4.30	4,929
8,329	5.82	12,563	4.21	-4,234	-108,900	-39.13	117,228	FF & E Reserve	99,942	3.96	150,756	3.79	-50,814	0	0.00	99,942
15,136	10.58	15,136	5.07	0	7,655	2.75	7,481	Real Estate Tax	181,628	7.20	181,628	4.56	0	170,714	4.47	10,914
0	0.00	0	0.00	0	0	0.00	0	Personal Property Tax	70	0.00	0	0.00	70	0	0.00	70
6,247	4.37	5,377	1.80	870	5,135	1.85	1,112	Insurance	66,748	2.64	64,419	1.62	2,329	61,546	1.61	5,203
43,918	30.70	47,281	15.84	-3,364	-82,318	-29.58	126,235	TOTAL FIXED EXPENSES	517,613	20.51	565,613	14.21	-48,001	396,555	10.38	121,057

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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	406	0.15	-406	Owners Expense	11,187	0.44	0	0.00	11,187	16,882	0.44	-5,695
38,823	27.14	0	0.00	38,823	31,981	11.49	6,842	Depreciation	465,876	18.46	0	0.00	465,876	459,034	12.01	6,842
2,963	2.07	0	0.00	2,963	4,030	1.45	-1,067	Amortization Expense	35,556	1.41	0	0.00	35,556	36,623	0.96	-1,067
32,498	22.72	32,498	10.89	0	32,499	11.68	-1	Interest Expense	389,798	15.44	389,981	9.80	-183	392,552	10.27	-2,754
14,904	10.42	2,988	1.00	11,916	2,769	1.00	12,135	Asset Management Fee	25,243	1.00	39,831	1.00	-14,589	38,169	1.00	-12,926
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	0	0.00	0	0.00	0	-1,737	-0.05	1,737
2,623	1.83	0	0.00	2,623	0	0.00	2,623	Uninsured Loss	5,987	0.24	0	0.00	5,987	0	0.00	5,987
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	8,251	0.33	0	0.00	8,251	0	0.00	8,251
0	0.00	0	0.00	0	2,138	0.77	-2,138	GB 1 YE AJE	0	0.00	0	0.00	0	2,138	0.06	-2,138
0	0.00	0	0.00	0	6,808	2.45	-6,808	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	6,808	0.18	-6,808
91,811	64.18	35,486	11.89	56,325	80,630	28.97	11,181	Total Other	941,898	37.31	429,812	10.80	512,086	950,468	24.87	-8,570

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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
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 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,906		3,906		0	3,906		0	Total Rooms Available	46,116		46,116		0	45,990		126
705		1,826		-1,121	1,780		-1,075	Total Rooms Sold	12,177		30,276		-18,099	30,345		-18,168
18.05%		46.75%		-28.70%	45.57%		-27.52%	Occupancy %	26.41%		65.65%		-39.25%	65.98%		-39.58%
70.47		95.60		-25.13	88.24		-17.76	Average Rate	88.78		102.74		-13.96	99.77		-10.99
12.72		44.69		-31.97	40.21		-27.49	REVPAR	23.44		67.45		-44.01	65.83		-42.39
REVENUES																
49,685	96.55	174,566	96.83	-124,882	157,062	98.37	-107,377	ROOMS	1,081,059	98.18	3,110,638	97.59	-2,029,579	3,027,576	97.71	-1,946,517
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,773	3.45	5,708	3.17	-3,935	2,609	1.63	-836	MISCELLANEOUS	20,049	1.82	76,773	2.41	-56,725	71,077	2.29	-51,029
51,458	100.00	180,274	100.00	-128,816	159,671	100.00	-108,213	TOTAL REVENUES	1,101,107	100.00	3,187,411	100.00	-2,086,304	3,098,653	100.00	-1,997,546
DEPARTMENT EXPENSES																
18,267	36.76	56,348	32.28	-38,082	61,920	39.42	-43,653	ROOMS EXPENSE	341,924	31.63	818,307	26.31	-476,383	810,980	26.79	-469,055
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
170	9.59	840	14.72	-670	461	17.66	-291	MISCELLANEOUS EXPENSE	3,425	17.08	13,927	18.14	-10,502	16,093	22.64	-12,668
18,437	35.83	57,188	31.72	-38,752	62,381	39.07	-43,944	TOTAL DEPARTMENTAL EXPENSES	345,349	31.36	832,234	26.11	-486,885	827,073	26.69	-481,723
DEPARTMENTAL PROFIT																
31,418	63.24	118,218	67.72	-86,800	95,142	60.58	-63,724	ROOMS PROFIT	739,134	68.37	2,292,331	73.69	-1,553,197	2,216,596	73.21	-1,477,462
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,603	90.41	4,868	85.28	-3,265	2,148	82.34	-545	MISCELLANEOUS PROFIT	16,624	82.92	62,846	81.86	-46,223	54,984	77.36	-38,361
33,021	64.17	123,086	68.28	-90,064	97,290	60.93	-64,269	TOTAL DEPARTMENTAL PROFIT	755,758	68.64	2,355,177	73.89	-1,599,419	2,271,580	73.31	-1,515,822
27,265	52.99	30,669	17.01	-3,404	27,986	17.53	-721	A & G EXPENSE	285,604	25.94	392,212	12.31	-106,608	400,941	12.94	-115,338
3,279	6.37	2,580	1.43	699	2,715	1.70	565	TELECOM	36,737	3.34	30,660	0.96	6,077	29,983	0.97	6,753
4,916	9.55	8,189	4.54	-3,272	8,983	5.63	-4,067	SALES & MARKETING EXPENSES	59,222	5.38	108,981	3.42	-49,759	125,078	4.04	-65,856
7,925	15.40	24,195	13.42	-16,271	24,007	15.04	-16,082	FRANCHISE FEES	150,527	13.67	422,037	13.24	-271,511	429,624	13.86	-279,097
5,199	10.10	12,506	6.94	-7,307	11,910	7.46	-6,711	MAINTENANCE EXPENSES	102,033	9.27	172,360	5.41	-70,327	178,195	5.75	-76,162
8,895	17.29	11,883	6.59	-2,988	10,477	6.56	-1,582	UTILITIES EXPENSE	101,911	9.26	151,549	4.75	-49,638	144,595	4.67	-42,684
57,479	111.70	90,022	49.94	-32,543	86,077	53.91	-28,598	TOTAL ADMIN EXPENSES	736,033	66.84	1,277,799	40.09	-541,766	1,308,416	42.23	-572,383
-24,457	-47.53	33,063	18.34	-57,521	11,213	7.02	-35,671	HOUSE PROFIT	19,725	1.79	1,077,378	33.80	-1,057,654	963,164	31.08	-943,440
FIXED EXPENSES																
12,296	23.90	4,508	2.50	7,788	3,992	2.50	8,304	MANAGEMENT FEES	53,750	4.88	79,705	2.50	-25,955	77,375	2.50	-23,625
89,153	173.25	55,169	30.60	33,984	-85,945	-53.83	175,098	FIXED EXPENSES	727,281	66.05	699,471	21.94	27,810	556,602	17.96	170,679

-125,907	-244.68	-26,614	-14.76	-99,294	93,166	58.35	-219,073 NET OPERATING INCOME	-761,306	-69.14	298,203	9.36	-1,059,509	329,187	10.62	-1,090,494
94,882	184.39	35,134	19.49	59,748	166,778	104.45	-71,896 Other	1,062,169	96.46	430,974	13.52	631,196	1,148,840	37.08	-86,670
-220,789	-429.07	-61,748	-34.25	-159,041	-73,612	-46.10	-147,177 N.I. after Other	-1,823,476	-165.60	-132,771	-4.17	-1,690,705	-819,652	-26.45	-1,003,824
-171,987		-61,748		-110,239	100,514		-272,501 Cash before Depreciation/Amortization	-1,237,852		-132,771		-1,105,081	-108,704		-1,129,148

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Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
3,093	6.23	61,904	35.46	-58,811	80,630	51.34	-77,537	Rack/ Premium	358,493	33.16	1,175,673	37.80	-817,180	1,386,569	45.80	-1,028,076
1,120	2.25	11,380	6.52	-10,260	4,016	2.56	-2,896	Corporate	47,821	4.42	248,913	8.00	-201,092	235,947	7.79	-188,126
41,699	83.93	82,584	47.31	-40,885	54,682	34.82	-12,983	Discounts - Other	494,498	45.74	1,157,196	37.20	-662,698	1,107,397	36.58	-612,899
0	0.00	7,067	4.05	-7,067	1,419	0.90	-1,419	Government	10,418	0.96	133,833	4.30	-123,415	31,642	1.05	-21,224
230	0.46	3,995	2.29	-3,765	3,778	2.41	-3,548	Locally Negotiated Rate	37,405	3.46	102,655	3.30	-65,250	85,355	2.82	-47,950
-88	-0.18	0	0.00	-88	-2,742	-1.75	2,654	Allowances	-3,291	-0.30	0	0.00	-3,291	-13,389	-0.44	10,098
46,053	92.69	166,930	95.63	-120,876	141,783	90.27	-95,729	Total Transient Revenue	945,344	87.45	2,818,270	90.60	-1,872,926	2,833,520	93.59	-1,888,176
3,567	7.18	4,766	2.73	-1,199	4,439	2.83	-872	Crew (Air)	106,224	9.83	59,828	1.92	46,396	21,408	0.71	84,816
3,567	7.18	4,766	2.73	-1,199	4,439	2.83	-872	Total Base Revenues	106,224	9.83	59,828	1.92	46,396	21,408	0.71	84,816
0	0.00	0	0.00	0	0	0.00	0	Group- SMERF	-225	-0.02	0	0.00	-225	0	0.00	-225
0	0.00	2,871	1.64	-2,871	9,974	6.35	-9,974	Group- Corporate	22,241	2.06	232,541	7.48	-210,299	147,709	4.88	-125,468
0	0.00	2,871	1.64	-2,871	9,974	6.35	-9,974	Total Group Revenue	22,016	2.04	232,541	7.48	-210,524	147,709	4.88	-125,693
64	0.13	0	0.00	64	865	0.55	-801	Guaranteed No-Show	7,475	0.69	0	0.00	7,475	24,939	0.82	-17,464
49,685	100.00	174,566	100.00	-124,882	157,062	100.00	-107,377	Total Rooms Revenue	1,081,059	100.00	3,110,638	100.00	-2,029,579	3,027,576	100.00	-1,946,517
ROOM STATISTICS																
34	5	548	30	-514	759	43	-725	Rack/ Premium Rooms	3,204	26	10,059	33	-6,855	11,916	39	-8,712
14	2	110	6	-96	41	2	-27	Corporate Rooms	490	4	2,293	8	-1,803	2,196	7	-1,706
614	87	986	54	-372	753	42	-139	Discounts - Other Rooms	6,499	53	13,087	43	-6,588	13,190	43	-6,691
0	0	55	3	-55	11	1	-11	Government Rooms	82	1	1,047	3	-965	247	1	-165
2	0	37	2	-35	39	2	-37	Locally Negotiated Corporate Rooms	438	4	959	3	-521	795	3	-357
664	94	1,735	95	-1,071	1,603	90	-939	Total Transient Stats	10,713	88	27,444	91	-16,731	28,344	93	-17,631
41	6	55	3	-14	53	3	-12	Crew (Air) Stats	1,221	10	688	2	533	254	1	967
41	6	55	3	-14	53	3	-12	Total Crew Stats	1,221	10	688	2	533	254	1	967
0	0	37	2	-37	124	7	-124	Group- Corporate Rooms	243	2	2,144	7	-1,901	1,747	6	-1,504
0	0	37	2	-37	124	7	-124	Total Group Stats	243	2	2,144	7	-1,901	1,747	6	-1,504
705	100	1,826	100	-1,121	1,780	100	-1,075	TOTAL ROOM STATISTICS	12,177	100	30,276	100	-18,099	30,345	100	-18,168
Other Room Stats																
0	0	0	0	0	1	0	-1	Comp Rooms	18	0	0	0	18	93	0	-75
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	6	0	-6
435	62	0	0	435	943	53	-508	Single Occupancy	8,277	68	0	0	8,277	18,366	61	-10,089
270	38	0	0	270	837	47	-567	Multiple Occupancy	3,898	32	0	0	3,898	11,901	39	-8,003

969	137	0	0	969	14	1	955 Out of Order Rooms	8,565	70	0	0	8,565	1,166	4	7,399
1,031	146	0	0	1,031	2,855	160	-1,824 # of Guests	17,177	141	0	0	17,177	45,655	150	-28,478

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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ADR																
90.97		113.00		-22.04	106.23		-15.26	Rack/Premium ADR	111.89		116.88		-4.99	116.36		-4.47
80.00		103.87		-23.87	97.95		-17.95	Corporate ADR	97.59		108.58		-10.98	107.44		-9.85
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
67.91		83.75		-15.84	72.62		-4.71	Discount ADR	76.09		88.43		-12.34	83.96		-7.87
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		129.00		-129.00	129.00		-129.00	Government ADR	127.05		127.83		-0.78	128.11		-1.06
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
115.00		109.38		5.62	96.87		18.13	Local Negotiated ADR	85.40		107.02		-21.62	107.36		-21.96
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
69.36		96.23		-26.87	88.45		-19.09	Total Transient ADR	88.24		102.69		-14.45	99.97		-11.73
87.00		87.00		0.00	83.75		3.25	Crew ADR	87.00		87.00		0.00	84.28		2.71
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
0.00		78.60		-78.60	80.44		-80.44	Group - Corporate ADR	91.53		108.45		-16.93	84.55		6.98
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
0.00		78.60		-78.60	80.44		-80.44	Total Group ADR	90.60		108.45		-17.85	84.55		6.05

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

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Payroll & Related Expense																
2,166	3.07	4,064	2.23	-1,898	6,265	3.52	-4,099	FD/ Guest Service Reps	24,926	2.05	67,385	2.23	-42,459	64,035	2.11	-39,109
3,201	4.54	3,762	2.06	-561	3,496	1.96	-295	Executive Housekeeper	40,245	3.31	43,442	1.43	-3,197	36,569	1.21	3,677
0	0.00	2,758	1.51	-2,758	1,825	1.03	-1,825	Asst Exec Housekeeper/ Inspectress	5,302	0.44	32,562	1.08	-27,260	27,835	0.92	-22,533
3,066	4.35	9,899	5.42	-6,833	9,476	5.32	-6,410	Housekeepers	50,048	4.11	164,127	5.42	-114,079	114,345	3.77	-64,297
1,510	2.14	2,951	1.62	-1,441	3,637	2.04	-2,127	Housemen	15,174	1.25	34,842	1.15	-19,668	28,282	0.93	-13,108
0	0.00	0	0.00	0	0	0.00	0	Van Drivers	13,442	1.10	0	0.00	13,442	0	0.00	13,442
0	0.00	1,500	0.82	-1,500	1,508	0.85	-1,508	Laundry	3,710	0.30	24,866	0.82	-21,157	18,705	0.62	-14,995
0	0.00	2,680	1.47	-2,680	2,489	1.40	-2,489	Comp Breakfast Hostess	5,943	0.49	31,643	1.05	-25,700	26,382	0.87	-20,439
3,261	4.63	3,085	1.69	176	3,051	1.71	210	Night Audit	34,499	2.83	36,420	1.20	-1,921	37,380	1.23	-2,881
1,334	1.89	2,938	1.61	-1,605	3,204	1.80	-1,871	Payroll Taxes	18,170	1.49	40,041	1.32	-21,870	32,999	1.09	-14,828
550	0.78	1,107	0.61	-557	658	0.37	-108	Employee Benefits	9,575	0.79	13,284	0.44	-3,709	13,354	0.44	-3,779
-4,420	-6.27	766	0.42	-5,186	1,440	0.81	-5,860	Vacation /PTO	13,171	1.08	9,192	0.30	3,979	8,394	0.28	4,777
1,663	2.36	1,548	0.85	115	2,357	1.32	-693	Holiday	5,900	0.48	5,418	0.18	482	7,162	0.24	-1,262
10	0.01	0	0.00	10	1,200	0.67	-1,190	Bonus/Incentive Pay	310	0.03	0	0.00	310	2,750	0.09	-2,440
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	0	0.00	0	0.00	0	61,427	2.02	-61,427
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Houseperson	0	0.00	0	0.00	0	3,566	0.12	-3,566
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Laundry	0	0.00	0	0.00	0	7,520	0.25	-7,520
12,342	17.51	37,058	20.29	-24,716	40,607	22.81	-28,265	Total P/R & R/Benefits- Rooms	240,416	19.74	503,222	16.62	-262,806	490,706	16.17	-250,290
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	73	0.04	-73	108	0.06	-108	Newspapers	319	0.03	1,211	0.04	-892	1,454	0.05	-1,135
848	1.20	7,341	4.02	-6,492	8,536	4.80	-7,688	Comp Breakfast	23,589	1.94	122,335	4.04	-98,746	123,694	4.08	-100,105
0	0.00	55	0.03	-55	0	0.00	0	Comp Breakfast- Equipment	51	0.00	908	0.03	-857	726	0.02	-675
0	0.00	365	0.20	-365	295	0.17	-295	Rooms- Promotion	930	0.08	6,055	0.20	-5,125	6,697	0.22	-5,767
0	0.00	0	0.00	0	0	0.00	0	Guest Transportation	41	0.00	0	0.00	41	0	0.00	41
35	0.05	128	0.07	-93	715	0.40	-680	Laundry Supplies	345	0.03	2,119	0.07	-1,775	2,620	0.09	-2,275
139	0.20	1,004	0.55	-866	1,202	0.68	-1,063	Linen Supplies	4,638	0.38	16,652	0.55	-12,014	20,222	0.67	-15,584
1,515	2.15	1,480	0.81	35	1,474	0.83	41	Cable TV	16,744	1.38	17,760	0.59	-1,016	17,606	0.58	-862
441	0.63	442	0.24	-1	882	0.50	-441	HSIA Support	4,754	0.39	5,298	0.17	-544	5,883	0.19	-1,129
0	0.00	0	0.00	0	-24	-0.01	24	Printing & Stationary	0	0.00	3,750	0.12	-3,750	0	0.00	0
670	0.95	1,881	1.03	-1,211	3,888	2.18	-3,218	Reservations Expense	10,279	0.84	31,184	1.03	-20,905	33,481	1.10	-23,201
599	0.85	2,374	1.30	-1,775	1,744	0.98	-1,144	Guest Room Supplies	10,923	0.90	39,359	1.30	-28,436	37,671	1.24	-26,748
74	0.11	639	0.35	-565	1,097	0.62	-1,023	Cleaning Supplies	2,461	0.20	10,597	0.35	-8,136	11,373	0.37	-8,912
485	0.69	310	0.17	175	-39	-0.02	524	Ecolab Core Supplies	4,490	0.37	5,146	0.17	-656	6,412	0.21	-1,923
1,101	1.56	2,776	1.52	-1,674	1,447	0.81	-346	Travel Agents Commission	18,910	1.55	46,020	1.52	-27,109	44,714	1.47	-25,804
0	0.00	274	0.15	-274	-13	-0.01	13	Uniforms	363	0.03	4,541	0.15	-4,179	4,211	0.14	-3,848
0	0.00	150	0.08	-150	0	0.00	0	Walk Expense	0	0.00	2,150	0.07	-2,150	3,511	0.12	-3,511
17	0.02	0	0.00	17	0	0.00	17	COVID 19 Supplies	2,673	0.22	0	0.00	2,673	0	0.00	2,673
5,925	8.40	19,290	10.56	-13,365	21,313	11.97	-15,388	Total Operating - Rooms	101,508	8.34	315,085	10.41	-213,577	320,274	10.55	-218,766
18,267	25.91	56,348	30.86	-38,082	61,920	34.79	-43,653	Total Expenses- Rooms	341,924	28.08	818,307	27.03	-476,383	810,980	26.73	-469,055
31,418	44.56	118,218	64.74	-86,800	95,142	53.45	-63,724	Net Income- Rooms	739,134	60.70	2,292,331	75.71	-1,553,197	2,216,596	73.05	-1,477,462

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
 For Property: HI Charlotte University Place
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 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	0 Employee Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	10	0.00	-10	0	0.00	0	Long Distance	0	0.00	120	0.00	-120	0	0.00	0
30	0.00	30	0.00	0	15	0.00	15	Internet Access Fees	257	0.00	660	0.00	-403	921	0.00	-663
30	0.00	40	0.00	-10	15	0.00	15	Total Phone Revenues	257	0.00	780	0.00	-523	921	0.00	-663
COS- Communication																
1,653	3.21	880	0.49	773	996	0.62	657	COS-Local	14,141	1.28	10,560	0.33	3,581	7,993	0.26	6,148
15	0.00	10	100.00	5	44	0.00	-28	COS-Long Distance	250	0.00	120	100.00	130	2,316	0.00	-2,066
1,540	5,185.19	1,630	5,433.33	-90	1,614	10,870.03	-74	COS-HSIA ISP	18,707	7,267.65	19,560	2,963.64	-853	19,395	2,106.51	-688
3,209	0.00	2,520	0.00	689	2,654	0.00	554	Total COS- Comm	33,099	0.00	30,240	0.00	2,859	29,704	0.00	3,394
-3,179	0.00	-2,480	0.00	-699	-2,640	0.00	-540	Gross Margin- Comm	-32,841	0.00	-29,460	0.00	-3,381	-28,783	0.00	-4,058
Operating Expenses																
100	0.00	100	0.00	0	75	0.00	25	Equipment Cost	1,080	0.00	1,200	0.00	-120	1,200	0.00	-120
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	2,815	0.00	0	0.00	2,815	0	0.00	2,815
100	0.00	100	0.00	0	75	0.00	25	Total Operating - Comm	3,895	0.00	1,200	0.00	2,695	1,200	0.00	2,695
3,279	0.00	2,580	0.00	699	2,715	0.00	565	N.I.- Comm Dept	36,737	0.00	30,660	0.00	6,077	29,983	0.00	6,753

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	18	0.53	-18	125	6.72	-125	Laundry/Valet	63	0.40	303	0.61	-240	294	0.66	-230
0	0.00	0	0.00	0	0	0.00	0	Movie Income	14	0.09	0	0.00	14	0	0.00	14
0	0.00	0	0.00	0	763	40.92	-763	Gift Shop Sales	0	0.00	0	0.00	0	20,825	46.70	-20,825
0	0.00	0	0.00	0	-1	-0.06	1	Vending	12	0.08	0	0.00	12	119	0.27	-108
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	0	0.00	0	0.00	0	319	0.72	-319
0	0.00	0	0.00	0	0	0.00	0	Rollaways	0	0.00	0	0.00	0	60	0.13	-60
0	0.00	0	0.00	0	0	0.00	0	Other Commissions	18	0.11	0	0.00	18	0	0.00	18
0	0.00	0	0.00	0	1	0.06	-1	Miscellaneous	0	0.00	0	0.00	0	0	0.00	0
575	46.48	1,650	47.72	-1,075	973	52.15	-398	Late Cancellation Income	4,657	29.63	19,800	39.78	-15,143	18,242	40.91	-13,586
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	2,850	18.13	0	0.00	2,850	4,725	10.60	-1,875
662	53.52	1,424	41.19	-762	4	0.21	658	Market Sales	8,103	51.56	23,615	47.45	-15,512	4	0.01	8,099
0	0.00	365	10.56	-365	0	0.00	0	Market Sales- Beer/Wine	0	0.00	6,055	12.17	-6,055	0	0.00	0
1,238	100.00	3,458	100.00	-2,220	1,865	100.00	-628	Total Miscellaneous Revenues	15,717	100.00	49,773	100.00	-34,056	44,589	100.00	-28,872
COSales- Miscellaneous																
0	0.00	18	100.00	-18	126	100.69	-126	COS-Laundry/Valet	53	84.24	303	100.00	-250	338	115.16	-285
0	0.00	0	0.00	0	335	43.84	-335	COS-Gift Shop	0	0.00	0	0.00	0	14,577	70.00	-14,577
170	25.68	712	50.00	-542	0	0.00	170	COS- Market	3,372	41.61	11,808	50.00	-8,436	0	0.00	3,372
0	0.00	110	3.17	-110	0	0.00	0	COS- Market Beer/Wine	0	0.00	1,817	3.65	-1,817	0	0.00	0
170	13.74	840	24.29	-670	461	24.70	-291	Total COS- Miscellaneous	3,425	21.79	13,927	27.98	-10,502	14,915	33.45	-11,489
450	84.03	1,500	66.67	-1,050	625	84.03	-175	Banquet Room Rental	3,699	85.39	18,000	66.67	-14,301	18,224	68.80	-14,525
0	0.00	450	20.00	-450	0	0.00	0	Banquet Room F & B	40	0.92	5,400	20.00	-5,360	4,405	16.63	-4,365
0	0.00	0	0.00	0	0	0.00	0	Banquet Room AV Rental	0	0.00	0	0.00	0	20	0.08	-20
86	4.82	300	5.26	-215	119	4.55	-33	Banquet Room Setup Service Charge	593	2.96	3,600	4.69	-3,007	3,840	5.40	-3,247
536	100.00	2,250	100.00	-1,715	744	100.00	-208	Total Meeting Room Revenues	4,332	100.00	27,000	100.00	-22,668	26,489	100.00	-22,157
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room F & B	0	0.00	0	0.00	0	1,178	4.45	-1,178
1,603	129.52	4,868	140.78	-3,265	2,148	115.17	-545	Total Miscellaneous Profit	16,624	105.77	62,846	126.27	-46,223	54,984	123.31	-38,361

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
6,389	12.42	6,648	3.69	-259	5,199	3.26	1,190	General Manager	69,739	6.33	78,492	2.46	-8,753	71,860	2.32	-2,121
0	0.00	3,762	2.09	-3,762	0	0.00	0	Assistant General Manager	0	0.00	43,332	1.36	-43,332	27,506	0.89	-27,506
2,705	5.26	0	0.00	2,705	4,312	2.70	-1,607	Operations Manager	39,362	3.57	0	0.00	39,362	6,285	0.20	33,077
0	0.00	0	0.00	0	0	0.00	0	Security	0	0.00	0	0.00	0	987	0.03	-987
1,246	2.42	833	0.46	413	772	0.48	473	Payroll Taxes	9,619	0.87	10,386	0.33	-767	9,428	0.30	192
1,728	3.36	1,025	0.57	703	774	0.48	954	Employee Benefits	17,324	1.57	12,300	0.39	5,024	15,035	0.49	2,289
4,071	7.91	0	0.00	4,071	750	0.47	3,321	Vacation /PTO	19,105	1.74	0	0.00	19,105	3,992	0.13	15,113
927	1.80	0	0.00	927	915	0.57	12	Holiday	3,643	0.33	0	0.00	3,643	3,015	0.10	627
40	0.08	0	0.00	40	250	0.16	-210	Bonus/Incentive Pay	955	0.09	8,000	0.25	-7,045	3,710	0.12	-2,756
17,106	33.24	12,268	6.81	4,838	12,972	8.12	4,134	Total P/R & R/B- A&G	159,747	14.51	152,510	4.78	7,237	141,818	4.58	17,929
Operating Expenses- A&G																
240	0.47	2,450	1.36	-2,210	1,938	1.21	-1,698	Employee Relations	1,194	0.11	6,550	0.21	-5,356	6,720	0.22	-5,526
4,000	7.77	2,000	1.11	2,000	2,000	1.25	2,000	Accounting Fees	26,000	2.36	24,000	0.75	2,000	24,000	0.77	2,000
808	1.57	1,148	0.64	-340	4,014	2.51	-3,206	Data Processing	15,838	1.44	14,099	0.44	1,739	17,551	0.57	-1,713
158	0.31	329	0.18	-171	249	0.16	-91	Office Supplies	2,366	0.21	5,450	0.17	-3,084	4,690	0.15	-2,324
0	0.00	0	0.00	0	0	0.00	0	Audit Fees	0	0.00	0	0.00	0	615	0.02	-615
44	0.09	44	0.02	0	44	0.03	0	Muzak	554	0.05	528	0.02	26	529	0.02	25
0	0.00	300	0.17	-300	99	0.06	-99	Travel & Lodging	771	0.07	7,500	0.24	-6,729	5,038	0.16	-4,267
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	0	0.00	0	0.00	0	422	0.01	-422
0	0.00	75	0.04	-75	75	0.05	-75	Telephone	188	0.02	900	0.03	-712	900	0.03	-712
29	0.06	0	0.00	29	30	0.02	-1	Licenses and Permits	1,795	0.16	2,246	0.07	-451	2,603	0.08	-809
59	0.12	73	0.04	-14	277	0.17	-217	Postage	480	0.04	1,211	0.04	-731	1,478	0.05	-998
0	0.00	0	0.00	0	0	0.00	0	Recruitment	900	0.08	750	0.02	150	1,505	0.05	-605
0	0.00	167	0.09	-167	328	0.21	-328	Employment Screening/ Drug Testing	1,156	0.10	2,004	0.06	-848	2,236	0.07	-1,080
0	0.00	0	0.00	0	202	0.13	-202	Training	1,949	0.18	1,750	0.05	199	577	0.02	1,372
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	0	0.00	0	0.00	0	8,938	0.29	-8,938
0	0.00	3,974	2.20	-3,974	1,974	1.24	-1,974	Security Service	9,423	0.86	47,469	1.49	-38,046	44,146	1.42	-34,723
150	0.29	150	0.08	0	-1,403	-0.88	1,553	Dues/Subscriptions	5,036	0.46	2,578	0.08	2,458	6,991	0.23	-1,955
1,201	2.33	4,778	2.65	-3,578	4,752	2.98	-3,551	Credit Card Commissions	27,030	2.45	84,487	2.65	-57,457	85,922	2.77	-58,892
1	0.00	0	0.00	1	-3,551	-2.22	3,551	Cash Over/Short	-225	-0.02	0	0.00	-225	-9,241	-0.30	9,016
190	0.37	173	0.10	17	154	0.10	36	Equipment Rental	2,412	0.22	2,076	0.07	336	2,951	0.10	-539
281	0.55	390	0.22	-109	616	0.39	-335	Payroll Services	4,799	0.44	6,744	0.21	-1,945	6,820	0.22	-2,021
1,123	2.18	1,426	0.79	-303	1,414	0.89	-291	Bank Charges	13,991	1.27	17,112	0.54	-3,121	17,536	0.57	-3,545
703	1.37	0	0.00	703	188	0.12	516	Chargebacks	833	0.08	0	0.00	833	12,595	0.41	-11,762
1,174	2.28	925	0.51	249	1,615	1.01	-441	Workers Comp Insurance	9,368	0.85	12,248	0.38	-2,880	13,601	0.44	-4,234
10,159	19.74	18,402	10.21	-8,242	15,014	9.40	-4,854	Total Operating- A&G	125,856	11.43	239,702	7.52	-113,845	259,123	8.36	-133,267
27,265	52.99	30,669	17.01	-3,404	27,986	17.53	-721	Total Expenses- A&G	285,604	25.94	392,212	12.31	-106,608	400,941	12.94	-115,338

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

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SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	4,549	2.52	-4,549	2,913	1.82	-2,913	Sales Manager	11,257	1.02	52,662	1.65	-41,405	49,445	1.60	-38,187
360	0.70	915	0.51	-554	722	0.45	-361	Revenue Management	5,498	0.50	10,974	0.34	-5,476	9,005	0.29	-3,507
0	0.00	172	0.10	-172	0	0.00	0	E Commerce Management	516	0.05	2,066	0.06	-1,549	0	0.00	516
2,314	4.50	0	0.00	2,314	0	0.00	2,314	Sales Coordinator	19,988	1.82	0	0.00	19,988	18,136	0.59	1,853
234	0.46	428	0.24	-194	348	0.22	-113	Payroll Taxes	2,932	0.27	5,237	0.16	-2,304	6,181	0.20	-3,249
334	0.65	733	0.41	-399	108	0.07	226	Employee Benefits	2,569	0.23	8,796	0.28	-6,227	6,571	0.21	-4,002
-572	-1.11	0	0.00	-572	800	0.50	-1,372	Vacation / PTO	2,555	0.23	0	0.00	2,555	1,720	0.06	835
272	0.53	0	0.00	272	400	0.25	-128	Holiday	1,016	0.09	0	0.00	1,016	1,816	0.06	-800
10	0.02	0	0.00	10	0	0.00	10	Bonus/Incentive Pay	467	0.04	3,200	0.10	-2,733	3,351	0.11	-2,884
2,952	5.74	6,797	3.77	-3,845	5,290	3.31	-2,338	Total P/R & R/B- Sales	46,798	4.25	82,934	2.60	-36,136	96,225	3.11	-49,426
Operating Expenses- Sales																
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	31	0.00	0	0.00	31	26	0.00	6
0	0.00	25	0.01	-25	113	0.07	-113	Office Supplies	0	0.00	300	0.01	-300	280	0.01	-280
0	0.00	50	0.03	-50	66	0.04	-66	Travel & Lodging	0	0.00	1,600	0.05	-1,600	1,714	0.06	-1,714
0	0.00	50	0.03	-50	0	0.00	0	Meals & Entertainment	0	0.00	300	0.01	-300	96	0.00	-96
0	0.00	75	0.04	-75	-133	-0.08	133	Promotions	332	0.03	900	0.03	-568	817	0.03	-485
0	0.00	50	0.03	-50	50	0.03	-50	Telephone	100	0.01	600	0.02	-500	400	0.01	-300
0	0.00	30	0.02	-30	0	0.00	0	Postage	0	0.00	90	0.00	-90	35	0.00	-35
0	0.00	0	0.00	0	0	0.00	0	Sales Training	387	0.04	580	0.02	-193	95	0.00	292
132	0.26	0	0.00	132	1,063	0.67	-931	Dues & Subscriptions	4,564	0.41	3,971	0.12	593	3,089	0.10	1,475
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
1,500	2.92	0	0.00	1,500	1,500	0.94	0	Outdoor Advertising	1,500	0.14	0	0.00	1,500	1,500	0.05	0
0	0.00	325	0.18	-325	200	0.13	-200	e Commerce Costs	0	0.00	3,900	0.12	-3,900	5,384	0.17	-5,384
332	0.65	767	0.43	-435	834	0.52	-502	Brand Paid Search	5,509	0.50	12,716	0.40	-7,207	14,628	0.47	-9,119
0	0.00	0	0.00	0	0	0.00	0	Internet Advertising	0	0.00	770	0.02	-770	770	0.02	-770
0	0.00	20	0.01	-20	0	0.00	0	Collateral	0	0.00	320	0.01	-320	0	0.00	0
1,964	3.82	1,392	0.77	572	3,693	2.31	-1,729	Total Operating- Sales	12,424	1.13	26,047	0.82	-13,623	28,853	0.93	-16,430
4,916	9.55	8,189	4.54	-3,272	8,983	5.63	-4,067	Total Expenses-Sales	59,222	5.38	108,981	3.42	-49,759	125,078	4.04	-65,856

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
4,259	6.04	4,671	2.56	-412	4,185	2.35		73 Chief Engineer	52,264	4.29	55,151	1.82	-2,887	52,099	1.72	165
0	0.00	2,604	1.43	-2,604	2,121	1.19	-2,121	General Maintenance	4,511	0.37	30,744	1.02	-26,233	27,525	0.91	-23,014
407	0.58	618	0.34	-212	598	0.34	-191	Payroll Taxes	4,996	0.41	7,301	0.24	-2,306	6,912	0.23	-1,916
548	0.78	576	0.32	-28	594	0.33	-46	Employee Benefits	6,727	0.55	6,912	0.23	-185	6,461	0.21	266
440	0.62	0	0.00	440	652	0.37	-212	Holiday	1,822	0.15	0	0.00	1,822	2,069	0.07	-247
-1,670	-2.37	0	0.00	-1,670	0	0.00	-1,670	Vacation /PTO	3,152	0.26	0	0.00	3,152	1,828	0.06	1,324
3,983	5.65	8,469	4.64	-4,487	8,149	4.58	-4,167	Total P/R & Related Expenses- Maintenance	73,470	6.03	100,108	3.31	-26,638	96,894	3.19	-23,424
Operating Expenses- R & M																
0	0.00	160	0.09	-160	110	0.06	-110	Auto Expense	2,044	0.17	2,330	0.08	-286	1,853	0.06	191
0	0.00	0	0.00	0	226	0.13	-226	Laundry Equipment	291	0.02	0	0.00	291	226	0.01	65
33	0.05	785	0.43	-752	384	0.22	-351	Building Maintenance	1,655	0.14	13,019	0.43	-11,364	12,531	0.41	-10,876
83	0.12	91	0.05	-8	351	0.20	-267	Light Bulbs	1,049	0.09	1,514	0.05	-465	1,938	0.06	-890
74	0.10	183	0.10	-109	28	0.02	45	Electrical & Mechanical	1,556	0.13	3,028	0.10	-1,471	1,194	0.04	362
288	0.41	457	0.25	-169	64	0.04	223	HVAC	1,347	0.11	7,569	0.25	-6,222	8,010	0.26	-6,663
168	0.24	128	0.07	41	124	0.07	44	Plumbing & Boiler	974	0.08	2,119	0.07	-1,146	1,233	0.04	-259
0	0.00	0	0.00	0	0	0.00	0	Pool	524	0.04	900	0.03	-376	895	0.03	-370
482	0.68	1,057	0.58	-576	1,056	0.59	-575	Grounds & Landscaping	6,009	0.49	12,684	0.42	-6,675	14,281	0.47	-8,272
78	0.11	37	0.02	42	19	0.01	59	Signage	787	0.06	606	0.02	182	233	0.01	554
0	0.00	183	0.10	-183	92	0.05	-92	Furniture & Fixtures	-68	-0.01	3,028	0.10	-3,096	1,751	0.06	-1,819
0	0.00	37	0.02	-37	31	0.02	-31	Painting	32	0.00	606	0.02	-573	554	0.02	-522
0	0.00	100	0.05	-100	0	0.00	0	Carpet & Floor	0	0.00	8,700	0.29	-8,700	9,483	0.31	-9,483
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	0	0.00	0	125	0.00	-125
0	0.00	30	0.02	-30	30	0.02	-30	Telephone	60	0.00	360	0.01	-300	175	0.01	-115
0	0.00	18	0.01	-18	0	0.00	0	Kitchen Equipment	0	0.00	303	0.01	-303	387	0.01	-387
0	0.00	256	0.14	-256	676	0.38	-676	Locks & Keys	686	0.06	4,239	0.14	-3,552	6,144	0.20	-5,457
0	0.00	37	0.02	-37	0	0.00	0	Radio & TV	0	0.00	606	0.02	-606	1,353	0.04	-1,353
11	0.02	215	0.12	-204	184	0.10	-173	Exterminating	3,488	0.29	2,580	0.09	908	2,456	0.08	1,032
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	1,609	0.13	1,620	0.05	-11	1,609	0.05	0
0	0.00	0	0.00	0	386	0.22	-386	Fire & Safety	3,531	0.29	3,264	0.11	267	9,639	0.32	-6,108
0	0.00	265	0.15	-265	0	0.00	0	Elevator	2,989	0.25	3,180	0.11	-191	5,230	0.17	-2,241
1,216	1.73	4,036	2.21	-2,820	3,761	2.11	-2,544	Total Operating - R & M	28,563	2.35	72,252	2.39	-43,689	81,301	2.68	-52,738
5,199	7.37	12,506	6.85	-7,307	11,910	6.69	-6,711	Total Expenses- R & M	102,033	8.38	172,360	5.69	-70,327	178,195	5.87	-76,162

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
2,588	3.67	4,075	2.23	-1,487	3,394	1.91	-806	Electricity	42,711	3.51	60,150	1.99	-17,439	57,480	1.89	-14,768
2,614	3.71	3,256	1.78	-642	2,826	1.59	-212	Gas	14,611	1.20	24,603	0.81	-9,992	22,869	0.75	-8,259
3,451	4.90	3,999	2.19	-548	3,678	2.07	-227	Water & Sewer	40,691	3.34	60,160	1.99	-19,469	57,713	1.90	-17,021
241	0.34	553	0.30	-312	578	0.32	-337	Waste Removal	3,898	0.32	6,636	0.22	-2,738	6,533	0.22	-2,635
8,895	12.62	11,883	6.51	-2,988	10,477	5.89	-1,582	Total Expenses- Utilities	101,911	8.37	151,549	5.01	-49,638	144,595	4.77	-42,684

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
3,122	6.28	10,573	6.06	-7,451	9,482	6.04	-6,360	Franchise Fees/ Royalties	65,466	6.06	187,826	6.04	-122,360	182,503	6.03	-117,037
2,082	4.19	7,049	4.04	-4,967	6,321	4.02	-4,239	Advertising	43,618	4.03	125,218	4.03	-81,600	121,748	4.02	-78,130
2,721	5.48	6,574	3.77	-3,853	7,715	4.91	-4,994	Frequent Traveler	41,418	3.83	108,994	3.50	-67,576	121,589	4.02	-80,171
0	0.00	0	0.00	0	488	0.31	-488	Brand Guest Fees	25	0.00	0	0.00	25	3,784	0.12	-3,759
7,925	15.95	24,195	13.86	-16,271	24,007	15.28	-16,082	Total Franchise Fees Expense	150,527	13.92	422,037	13.57	-271,511	429,624	14.19	-279,097

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MANAGEMENT FEES																
1,287	2.50	4,508	2.50	-3,221	3,992	2.50	-2,705	Management Fees	27,528	2.50	79,705	2.50	-52,177	77,375	2.50	-49,847
11,009	21.39	0	0.00	11,009	0	0.00	11,009	Management Fees- Owner	26,222	2.38	0	0.00	26,222	0	0.00	26,222
12,296	23.90	4,508	2.50	7,788	3,992	2.50	8,304	Total Management Fees Expense	53,750	4.88	79,705	2.50	-25,955	77,375	2.50	-23,625

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FIXED EXPENSES																
63,324	123.06	32,092	17.80	31,233	30,397	19.04	32,928	Ground Lease	413,756	37.58	381,665	11.97	32,092	371,450	11.99	42,307
11,198	21.76	7,213	4.00	3,985	-126,994	-79.54	138,192	FF & E Reserve	134,373	12.20	127,528	4.00	6,845	0	0.00	134,373
1,018	1.98	974	0.54	44	973	0.61	45	Van Lease	11,872	1.08	11,688	0.37	184	11,706	0.38	166
7,049	13.70	9,925	5.51	-2,876	6,580	4.12	469	Real Estate Tax	103,024	9.36	119,101	3.74	-16,077	117,922	3.81	-14,897
1,288	2.50	486	0.27	802	-1,180	-0.74	2,468	Personal Property Tax	8,382	0.76	5,829	0.18	2,553	4,059	0.13	4,323
5,275	10.25	4,480	2.49	795	4,279	2.68	996	Insurance	55,873	5.07	53,660	1.68	2,213	51,465	1.66	4,408
89,153	173.25	55,169	30.60	33,984	-85,945	-53.83	175,098	TOTAL FIXED EXPENSES	727,281	66.05	699,471	21.94	27,810	556,602	17.96	170,679

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Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	395	0.25	-395	Owners Expense	13,089	1.19	0	0.00	13,089	14,738	0.48	-1,649
45,801	89.01	0	0.00	45,801	169,429	106.11	-123,628	Depreciation	549,612	49.91	0	0.00	549,612	673,240	21.73	-123,628
3,001	5.83	0	0.00	3,001	4,697	2.94	-1,696	Amortization Expense	36,012	3.27	0	0.00	36,012	37,708	1.22	-1,696
33,500	65.10	33,331	18.49	169	32,984	20.66	516	Interest Expense	399,231	36.26	399,092	12.52	139	398,411	12.86	820
0	0.00	0	0.00	0	31,799	19.92	-31,799	Insurance Claim Proceeds	0	0.00	0	0.00	0	0	0.00	0
6,888	13.39	1,803	1.00	5,085	1,597	1.00	5,291	Asset Management Fee	11,011	1.00	31,882	1.00	-20,871	30,923	1.00	-19,912
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-317	-0.03	0	0.00	-317	0	0.00	-317
0	0.00	0	0.00	0	1,445	0.90	-1,445	Uninsured Loss	11,887	1.08	0	0.00	11,887	2,445	0.08	9,443
5,692	11.06	0	0.00	5,692	-66,943	-41.93	72,635	Extraordinary Expenses	9,552	0.87	0	0.00	9,552	0	0.00	9,552
0	0.00	0	0.00	0	42	0.03	-42	GB 1 YE AJE	0	0.00	0	0.00	0	42	0.00	-42
0	0.00	0	0.00	0	-8,666	-5.43	8,666	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	-8,666	-0.28	8,666
0		0		0	0		0	Ground Lease Tax	32,092		0		32,092	0		32,092
94,882	184.39	35,134	19.49	59,748	166,778	104.45	-71,896	Total Other	1,062,169	96.46	430,974	13.52	631,196	1,148,840	37.08	-86,670

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Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,999		3,999		0	3,999		0	Total Rooms Available	47,214		47,214		0	47,085		129
1,208		2,158		-950	2,146		-938	Total Rooms Sold	15,808		35,159		-19,351	34,325		-18,517
30.21%		53.96%		-23.76%	53.66%		-23.46%	Occupancy %	33.48%		74.47%		-40.99%	72.90%		-39.42%
72.89		103.03		-30.14	101.25		-28.36	Average Rate	88.76		111.21		-22.45	109.50		-20.73
22.02		55.60		-33.58	54.33		-32.31	REVPAR	29.72		82.82		-53.10	79.82		-50.10
REVENUES																
88,053	98.83	222,345	98.45	-134,292	217,278	98.62	-129,225	ROOMS	1,403,158	98.86	3,910,063	98.76	-2,506,905	3,758,496	98.74	-2,355,338
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,043	1.17	3,493	1.55	-2,450	3,050	1.38	-2,008	MISCELLANEOUS	16,214	1.14	49,173	1.24	-32,959	47,837	1.26	-31,623
89,096	100.00	225,837	100.00	-136,742	220,328	100.00	-131,233	TOTAL REVENUES	1,419,372	100.00	3,959,236	100.00	-2,539,865	3,806,333	100.00	-2,386,961
DEPARTMENT EXPENSES																
22,726	25.81	62,550	28.13	-39,824	57,977	26.68	-35,251	ROOMS EXPENSE	330,496	23.55	883,726	22.60	-553,229	844,695	22.47	-514,198
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
737	70.70	631	18.07	106	2,121	69.55	-1,384	MISCELLANEOUS EXPENSE	4,734	29.20	9,981	20.30	-5,248	15,346	32.08	-10,612
23,463	26.33	63,181	27.98	-39,718	60,099	27.28	-36,636	TOTAL DEPARTMENTAL EXPENSES	335,230	23.62	893,707	22.57	-558,477	860,041	22.59	-524,811
DEPARTMENTAL PROFIT																
65,327	74.19	159,795	71.87	-94,468	159,301	73.32	-93,974	ROOMS PROFIT	1,072,662	76.45	3,026,338	77.40	-1,953,676	2,913,802	77.53	-1,841,140
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
306	29.30	2,862	81.93	-2,556	929	30.45	-623	MISCELLANEOUS PROFIT	11,480	70.80	39,192	79.70	-27,712	32,491	67.92	-21,010
65,633	73.67	162,657	72.02	-97,024	160,229	72.72	-94,597	TOTAL DEPARTMENTAL PROFIT	1,084,142	76.38	3,065,530	77.43	-1,981,388	2,946,292	77.41	-1,862,150
21,541	24.18	29,551	13.09	-8,010	26,742	12.14	-5,201	A & G EXPENSE	251,545	17.72	387,855	9.80	-136,311	362,042	9.51	-110,498
2,194	2.46	1,891	0.84	302	2,533	1.15	-340	TELECOM	25,250	1.78	22,696	0.57	2,554	23,087	0.61	2,164
2,983	3.35	7,564	3.35	-4,582	6,818	3.09	-3,835	SALES & MARKETING EXPENSES	77,871	5.49	109,093	2.76	-31,222	101,982	2.68	-24,112
14,185	15.92	32,375	14.34	-18,190	52,450	23.81	-38,265	FRANCHISE FEES	206,190	14.53	556,202	14.05	-350,012	550,243	14.46	-344,053
9,016	10.12	13,145	5.82	-4,129	14,415	6.54	-5,400	MAINTENANCE EXPENSES	75,097	5.29	168,728	4.26	-93,630	159,496	4.19	-84,399
6,431	7.22	8,840	3.91	-2,409	13,110	5.95	-6,679	UTILITIES EXPENSE	87,517	6.17	138,699	3.50	-51,181	142,841	3.75	-55,323
56,349	63.25	93,367	41.34	-37,018	116,069	52.68	-59,720	TOTAL ADMIN EXPENSES	723,470	50.97	1,383,273	34.94	-659,804	1,339,690	35.20	-616,221
9,284	10.42	69,290	30.68	-60,006	44,161	20.04	-34,877	HOUSE PROFIT	360,672	25.41	1,682,256	42.49	-1,321,584	1,606,602	42.21	-1,245,930
FIXED EXPENSES																
13,236	14.86	5,649	2.50	7,587	5,508	2.50	7,728	MANAGEMENT FEES	61,155	4.31	99,018	2.50	-37,864	95,158	2.50	-34,003
54,467	61.13	51,836	22.95	2,631	-79,129	-35.91	133,597	FIXED EXPENSES	643,838	45.36	668,685	16.89	-24,847	471,880	12.40	171,959

-58,419	-65.57	11,804	5.23	-70,224	117,782	53.46	-176,201	NET OPERATING INCOME	-344,320	-24.26	914,553	23.10	-1,258,873	1,039,564	27.31	-1,383,885
91,733	102.96	32,577	14.42	59,156	100,594	45.66	-8,861	Other	1,034,653	72.90	403,416	10.19	631,237	1,087,917	28.58	-53,264
-150,152	-168.53	-20,772	-9.20	-129,380	17,188	7.80	-167,341	N.I. after Other	-1,378,973	-97.15	511,136	12.91	-1,890,110	-48,353	-1.27	-1,330,621
-97,597		-20,772		-76,825	59,952		-157,550	Cash before Depreciation/Amortization	-748,313		511,136		-1,259,450	572,516		-1,320,830

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Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
4,592	5.22	95,815	43.09	-91,223	70,437	32.42	-65,844	Rack/ Premium	400,583	28.55	1,682,241	43.02	-1,281,658	1,457,514	38.78	-1,056,931
2,578	2.93	37,086	16.68	-34,509	31,854	14.66	-29,276	Corporate	192,030	13.69	778,543	19.91	-586,513	691,815	18.41	-499,785
58,675	66.64	43,564	19.59	15,111	68,146	31.36	-9,471	Discounts - Other	493,758	35.19	898,015	22.97	-404,258	1,026,391	27.31	-532,633
123	0.14	7,769	3.49	-7,646	5,040	2.32	-4,917	Government	21,409	1.53	62,889	1.61	-41,480	54,966	1.46	-33,557
14,661	16.65	13,142	5.91	1,519	14,158	6.52		504 Locally Negotiated Rate	185,632	13.23	223,017	5.70	-37,385	220,678	5.87	-35,046
0	0.00	0	0.00	0	-312	-0.14	312	Allowances	-805	-0.06	0	0.00	-805	-2,483	-0.07	1,678
80,630	91.57	197,377	88.77	-116,747	189,323	87.13	-108,693	Total Transient Revenue	1,292,607	92.12	3,644,706	93.21	-2,352,099	3,448,880	91.76	-2,156,274
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
6,760	7.68	24,968	11.23	-18,208	27,254	12.54	-20,494	Group- Corporate	104,433	7.44	265,358	6.79	-160,924	280,158	7.45	-175,724
6,760	7.68	24,968	11.23	-18,208	27,254	12.54	-20,494	Total Group Revenue	104,433	7.44	265,358	6.79	-160,924	280,158	7.45	-175,724
664	0.75	0	0.00	664	701	0.32	-38	Guaranteed No-Show	6,118	0.44	0	0.00	6,118	29,458	0.78	-23,340
88,053	100.00	222,345	100.00	-134,292	217,278	100.00	-129,225	Total Rooms Revenue	1,403,158	100.00	3,910,063	100.00	-2,506,905	3,758,496	100.00	-2,355,338
ROOM STATISTICS																
46	4	798	37	-752	568	26	-522	Rack/ Premium Rooms	3,521	22	12,888	37	-9,367	11,129	32	-7,608
29	2	410	19	-381	293	14	-264	Corporate Rooms	1,881	12	7,156	20	-5,275	6,388	19	-4,507
854	71	453	21	401	838	39	16	Discounts - Other Rooms	6,629	42	9,646	27	-3,017	11,311	33	-4,682
1	0	65	3	-64	42	2	-41	Government Rooms	180	1	532	2	-352	466	1	-286
213	18	151	7	62	131	6	82	Locally Negotiated Corporate Rooms	2,451	16	2,105	6	346	2,057	6	394
1,143	95	1,877	87	-734	1,872	87	-729	Total Transient Stats	14,662	93	32,327	92	-17,665	31,351	91	-16,689
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
65	5	281	13	-216	274	13	-209	Group- Corporate Rooms	1,146	7	2,832	8	-1,686	2,974	9	-1,828
65	5	281	13	-216	274	13	-209	Total Group Stats	1,146	7	2,832	8	-1,686	2,974	9	-1,828
1,208	100	2,158	100	-950	2,146	100	-938	TOTAL ROOM STATISTICS	15,808	100	35,159	100	-19,351	34,325	100	-18,517
Other Room Stats																
2	0	0	0	2	58	3	-56	Comp Rooms	64	0	0	0	64	224	1	-160
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	1	0	-1
772	64	0	0	772	1,404	65	-632	Single Occupancy	11,986	76	0	0	11,986	25,006	73	-13,020
436	36	0	0	436	722	34	-286	Multiple Occupancy	3,820	24	0	0	3,820	9,028	26	-5,208
55	5	0	0	55	6	0	49	Out of Order Rooms	619	4	0	0	619	107	0	512
1,813	150	0	0	1,813	3,150	147	-1,337	# of Guests	20,980	133	0	0	20,980	46,692	136	-25,712

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
99.83		120.00		-20.17	124.01		-24.17	Rack/Premium ADR	113.77		130.52		-16.75	130.97		-17.20
88.88		90.45		-1.57	108.72		-19.83	Corporate ADR	102.09		108.80		-6.71	108.30		-6.21
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
68.71		96.13		-27.42	81.32		-12.61	Discount ADR	74.48		93.10		-18.61	90.74		-16.26
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
123.00		120.00		3.00	120.00		3.00	Government ADR	118.94		118.17		0.77	117.95		0.99
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
68.83		87.00		-18.17	108.07		-39.24	Local Negotiated ADR	75.74		105.96		-30.23	107.28		-31.54
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
70.54		105.13		-34.59	101.13		-30.59	Total Transient ADR	88.16		112.74		-24.58	110.01		-21.85
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
104.00		89.00		15.00	99.47		4.53	Group - Corporate ADR	91.13		93.70		-2.57	94.20		-3.07
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
104.00		89.00		15.00	99.47		4.53	Total Group ADR	91.13		93.70		-2.57	94.20		-3.07

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
4,562	3.78	5,167	2.39	-605	4,966	2.31	-404	FD/ Guest Service Reps	37,096	2.35	84,177	2.39	-47,081	76,491	2.23	-39,395
1,622	1.34	0	0.00	1,622	0	0.00	1,622	FD/Supervisor	1,622	0.10	0	0.00	1,622	0	0.00	1,622
0	0.00	3,588	1.66	-3,588	1,488	0.69	-1,488	Executive Housekeeper	5,183	0.33	41,645	1.18	-36,462	31,774	0.93	-26,591
0	0.00	1,276	0.59	-1,276	1,966	0.92	-1,966	Asst Exec Housekeeper/ Inspectress	3,546	0.22	15,066	0.43	-11,520	19,134	0.56	-15,588
3,085	2.55	8,044	3.73	-4,959	6,423	2.99	-3,338	Housekeepers	39,302	2.49	131,056	3.73	-91,754	120,130	3.50	-80,829
0	0.00	2,999	1.39	-2,999	4,088	1.90	-4,088	Housemen	12,867	0.81	35,411	1.01	-22,544	36,773	1.07	-23,906
1,685	1.40	2,070	0.96	-385	2,015	0.94	-330	Laundry	10,803	0.68	33,718	0.96	-22,915	32,445	0.95	-21,642
0	0.00	2,459	1.14	-2,459	2,564	1.19	-2,564	Comp Breakfast Hostess	6,707	0.42	29,029	0.83	-22,322	31,565	0.92	-24,859
2,722	2.25	3,090	1.43	-368	2,881	1.34	-159	Night Audit	33,812	2.14	36,481	1.04	-2,669	36,072	1.05	-2,260
1,335	1.10	2,919	1.35	-1,584	2,724	1.27	-1,390	Payroll Taxes	15,009	0.95	38,673	1.10	-23,664	36,115	1.05	-21,106
601	0.50	1,995	0.92	-1,394	1,265	0.59	-664	Employee Benefits	9,726	0.62	23,940	0.68	-14,214	20,262	0.59	-10,535
-2,608	-2.16	1,450	0.67	-4,058	657	0.31	-3,265	Vacation /PTO	17,533	1.11	17,400	0.49	133	13,442	0.39	4,091
889	0.74	2,500	1.16	-1,611	2,275	1.06	-1,386	Holiday	3,183	0.20	8,750	0.25	-5,567	8,260	0.24	-5,077
0	0.00	150	0.07	-150	0	0.00	0	Bonus/Incentive Pay	0	0.00	1,800	0.05	-1,800	2,606	0.08	-2,606
13,894	11.50	37,707	17.47	-23,813	33,312	15.52	-19,418	Total P/R & R/Benefits- Rooms	196,388	12.42	497,146	14.14	-300,758	465,068	13.55	-268,680
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	129	0.06	-129	113	0.05	-113	Newspapers	345	0.02	2,110	0.06	-1,764	1,720	0.05	-1,375
1,942	1.61	7,985	3.70	-6,042	8,238	3.84	-6,296	Comp Breakfast	31,651	2.00	130,088	3.70	-98,438	130,030	3.79	-98,379
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast- Equipment	124	0.01	1,000	0.03	-876	3,224	0.09	-3,100
0	0.00	0	0.00	0	48	0.02	-48	Rooms- Promotion	0	0.00	0	0.00	0	48	0.00	-48
0	0.00	173	0.08	-173	0	0.00	0	Laundry Supplies	305	0.02	2,813	0.08	-2,508	1,471	0.04	-1,167
846	0.70	1,187	0.55	-341	895	0.42	-48	Linen Supplies	4,639	0.29	19,337	0.55	-14,699	12,599	0.37	-7,960
1,691	1.40	1,642	0.76	49	1,642	0.77	49	Cable TV	19,092	1.21	19,708	0.56	-615	19,607	0.57	-514
452	0.37	452	0.21	0	452	0.21	0	HSIA Support	5,621	0.36	5,418	0.15	203	5,568	0.16	53
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	3,750	0.11	-3,750	141	0.00	-141
39	0.03	2,916	1.35	-2,877	1,699	0.79	-1,660	Reservations Expense	11,401	0.72	34,992	1.00	-23,591	36,460	1.06	-25,059
745	0.62	2,374	1.10	-1,629	2,999	1.40	-2,254	Guest Room Supplies	12,831	0.81	38,675	1.10	-25,844	41,400	1.21	-28,569
458	0.38	367	0.17	92	0	0.00	458	Cleaning Supplies	4,768	0.30	5,977	0.17	-1,209	4,651	0.14	117
365	0.30	324	0.15	41	180	0.08	185	Ecolab Core Supplies	5,043	0.32	5,275	0.15	-232	4,352	0.13	691
2,294	1.90	6,841	3.17	-4,547	7,949	3.70	-5,655	Travel Agents Commission	36,529	2.31	111,454	3.17	-74,925	106,027	3.09	-69,497
0	0.00	200	0.09	-200	450	0.21	-450	Uniforms	471	0.03	2,400	0.07	-1,929	5,977	0.17	-5,505
0	0.00	254	0.12	-254	0	0.00	0	Walk Expense	354	0.02	3,583	0.10	-3,228	6,352	0.19	-5,998
0	0.00	0	0.00	0	0	0.00	0	COVID 19 Supplies	933	0.06	0	0.00	933	0	0.00	933
8,832	7.31	24,843	11.51	-16,011	24,666	11.49	-15,833	Total Operating - Rooms	134,108	8.48	386,579	11.00	-252,471	379,626	11.06	-245,518
22,726	18.81	62,550	28.99	-39,824	57,977	27.02	-35,251	Total Expenses- Rooms	330,496	20.91	883,726	25.14	-553,229	844,695	24.61	-514,198
65,327	54.08	159,795	74.05	-94,468	159,301	74.23	-93,974	Net Income- Rooms	1,072,662	67.86	3,026,338	86.08	-1,953,676	2,913,802	84.89	-1,841,140

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
6	0.00	50	0.00	-44	0	0.00		6 Long Distance	74	0.00	600	0.00	-526	182	0.00	-108
59	0.00	75	0.00	-16	45	0.00		15 Internet Access Fees	639	0.00	900	0.00	-261	1,227	0.00	-589
66	0.00	125	0.00	-59	45	0.00		21 Total Phone Revenues	713	0.00	1,500	0.00	-787	1,409	0.00	-697
COS- Communication																
72	0.08	75	0.03	-3	69	0.03		3 COS-Local	837	0.06	900	0.02	-63	1,079	0.03	-241
836	13,378.56	550	1,100.00	286	506	0.00		330 COS-Long Distance	8,521	11,515.26	6,600	1,100.00	1,921	5,524	3,035.07	2,997
1,251	2,106.62	1,291	1,721.81	-40	1,291	2,898.68		-40 COS-HSIA ISP	15,004	2,349.63	15,496	1,721.81	-493	15,516	1,264.39	-512
2,159	0.00	1,916	0.00	243	1,866	0.00		293 Total COS- Comm	24,362	0.00	22,996	0.00	1,366	22,118	0.00	2,244
-2,094	0.00	-1,791	0.00	-302	-1,822	0.00		-272 Gross Margin- Comm	-23,650	0.00	-21,496	0.00	-2,154	-20,709	0.00	-2,941
Operating Expenses																
100	0.00	100	0.00	0	325	0.00		-225 Equipment Cost	1,151	0.00	1,200	0.00	-49	1,607	0.00	-456
0	0.00	0	0.00	0	386	0.00		-386 Equipment Maintenance	449	0.00	0	0.00	449	771	0.00	-321
100	0.00	100	0.00	0	712	0.00		-612 Total Operating - Comm	1,600	0.00	1,200	0.00	400	2,377	0.00	-777
2,194	0.00	1,891	0.00	302	2,533	0.00		-340 N.I.- Comm Dept	25,250	0.00	22,696	0.00	2,554	23,087	0.00	2,164

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	129	8.67	-129	88	4.64	-88	Laundry/Valet	205	1.75	2,110	8.38	-1,904	1,916	7.08	-1,710
0	0.00	0	0.00	0	1,239	65.16	-1,239	Gift Shop Sales	38	0.32	0	0.00	38	13,383	49.44	-13,345
0	0.01	0	0.00	0	0	0.00	0	Miscellaneous	1	0.01	0	0.00	1	0	0.00	1
50	4.82	500	33.50	-450	574	30.20	-524	Late Cancellation Income	3,577	30.42	7,500	29.79	-3,923	10,245	37.85	-6,667
300	28.91	0	0.00	300	0	0.00	300	Smoking Fee	600	5.10	0	0.00	600	0	0.00	600
0	0.00	0	0.00	0	0	0.00	0	Tax Discounts Earned	0	0.00	1,500	5.96	-1,500	1,526	5.64	-1,526
688	66.26	863	57.83	-176	0	0.00	688	Market Sales	7,340	62.41	14,064	55.87	-6,724	0	0.00	7,340
1,038	100.00	1,493	100.00	-455	1,902	100.00	-864	Total Miscellaneous Revenues	11,761	100.00	25,173	100.00	-13,412	27,069	100.00	-15,308
COSales- Miscellaneous																
0	0.00	129	100.00	-129	127	143.81	-127	COS-Laundry/Valet	205	100.00	2,110	100.00	-1,904	2,198	114.75	-1,993
0	0.00	0	0.00	0	1,338	107.97	-1,338	COS-Gift Shop	423	1,113.58	0	0.00	423	12,028	89.88	-11,605
737	107.21	432	50.00	305	0	0.00	737	COS- Market	4,011	54.64	7,032	50.00	-3,021	0	0.00	4,011
737	71.04	561	37.59	176	1,465	77.03	-728	Total COS- Miscellaneous	4,639	39.45	9,141	36.31	-4,502	14,226	52.56	-9,587
5	100.00	1,900	95.00	-1,895	190	16.53	-185	Banquet Room Rental	4,235	95.11	22,800	95.00	-18,565	18,970	91.35	-14,735
0	0.00	100	5.00	-100	958	83.47	-958	Banquet Room F & B	218	4.89	1,200	5.00	-982	1,797	8.65	-1,579
5	100.00	2,000	100.00	-1,995	1,148	100.00	-1,143	Total Meeting Room Revenues	4,453	100.00	24,000	100.00	-19,547	20,768	100.00	-16,315
Cost of Sales- Meeting Room																
0	0.00	70	3.50	-70	656	57.17	-656	COS-Banquet Room F & B	57	1.28	840	3.50	-783	878	4.23	-820
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room AV	37	0.84	0	0.00	37	242	1.17	-205
306	29.45	2,862	191.71	-2,556	929	48.83	-623	Total Miscellaneous Profit	11,480	97.61	39,192	155.69	-27,712	32,491	120.03	-21,010

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,748	5.33	6,342	2.81	-1,594	5,258	2.39	-510	General Manager	62,645	4.41	74,338	1.88	-11,693	71,756	1.89	-9,111
3,684	4.14	4,286	1.90	-602	4,216	1.91	-531	Assistant General Manager	42,236	2.98	50,604	1.28	-8,368	32,013	0.84	10,223
837	0.94	808	0.36	30	557	0.25	280	Payroll Taxes	9,299	0.66	10,256	0.26	-957	9,435	0.25	-136
432	0.48	951	0.42	-519	678	0.31	-246	Employee Benefits	15,155	1.07	11,412	0.29	3,743	11,778	0.31	3,377
-451	-0.51	0	0.00	-451	0	0.00	-451	Vacation /PTO	6,799	0.48	0	0.00	6,799	3,500	0.09	3,299
792	0.89	0	0.00	792	558	0.25	234	Holiday	2,875	0.20	0	0.00	2,875	2,021	0.05	854
0	0.00	0	0.00	0	250	0.11	-250	Bonus/Incentive Pay	4,323	0.30	10,000	0.25	-5,677	9,054	0.24	-4,732
10,043	11.27	12,387	5.48	-2,344	11,516	5.23	-1,474	Total P/R & R/B- A&G	143,331	10.10	156,610	3.96	-13,279	139,557	3.67	3,774
Operating Expenses- A&G																
280	0.31	2,400	1.06	-2,120	2,585	1.17	-2,305	Employee Relations	1,509	0.11	6,900	0.17	-5,391	10,993	0.29	-9,484
4,000	4.49	2,000	0.89	2,000	2,000	0.91	2,000	Accounting Fees	26,000	1.83	24,000	0.61	2,000	24,000	0.63	2,000
825	0.93	1,205	0.53	-380	1,165	0.53	-340	Data Processing	15,934	1.12	14,783	0.37	1,151	15,332	0.40	603
606	0.68	324	0.14	282	410	0.19	196	Office Supplies	3,258	0.23	5,274	0.13	-2,016	4,919	0.13	-1,661
44	0.05	99	0.04	-55	44	0.02	0	Muzak	510	0.04	1,184	0.03	-674	856	0.02	-346
0	0.00	300	0.13	-300	28	0.01	-28	Travel & Lodging	739	0.05	7,350	0.19	-6,611	8,238	0.22	-7,499
0	0.00	80	0.04	-80	0	0.00	0	Meals and Entertainment	35	0.00	960	0.02	-925	319	0.01	-284
0	0.00	75	0.03	-75	0	0.00	0	Telephone	218	0.02	900	0.02	-682	200	0.01	18
0	0.00	0	0.00	0	145	0.07	-145	Licenses and Permits	1,873	0.13	1,652	0.04	221	2,249	0.06	-376
35	0.04	108	0.05	-73	193	0.09	-158	Postage	824	0.06	1,758	0.04	-934	1,251	0.03	-427
0	0.00	250	0.11	-250	0	0.00	0	Recruitment	922	0.06	3,750	0.09	-2,828	1,315	0.03	-393
0	0.00	180	0.08	-180	167	0.08	-167	Employment Screening/ Drug Testing	1,252	0.09	2,160	0.05	-908	1,945	0.05	-693
0	0.00	100	0.04	-100	202	0.09	-202	Training	399	0.03	1,200	0.03	-801	326	0.01	73
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	0	0.00	0	0.00	0	272	0.01	-272
150	0.17	315	0.14	-165	270	0.12	-120	Dues/Subscriptions	1,592	0.11	3,780	0.10	-2,188	2,076	0.05	-484
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	36	0.00	-36
2,594	2.91	6,577	2.91	-3,983	6,174	2.80	-3,580	Credit Card Commissions	33,972	2.39	115,312	2.91	-81,340	104,837	2.75	-70,865
632	0.71	0	0.00	632	0	0.00	632	Cash Over/Short	-9,179	-0.65	0	0.00	-9,179	1,048	0.03	-10,227
0	0.00	0	0.00	0	0	0.00	0	Moving Expenses	0	0.00	0	0.00	0	1,901	0.05	-1,901
0	0.00	175	0.08	-175	176	0.08	-176	Equipment Rental	1,899	0.13	2,100	0.05	-201	2,007	0.05	-108
320	0.36	500	0.22	-180	639	0.29	-319	Payroll Services	4,659	0.33	7,405	0.19	-2,746	7,400	0.19	-2,742
1,179	1.32	1,500	0.66	-321	1,409	0.64	-230	Bank Charges	13,863	0.98	18,000	0.45	-4,137	17,386	0.46	-3,522
0	0.00	0	0.00	0	-1,846	-0.84	1,846	Chargebacks	57	0.00	0	0.00	57	0	0.00	57
835	0.94	977	0.43	-142	1,465	0.66	-630	Workers Comp Insurance	7,879	0.56	12,778	0.32	-4,899	13,579	0.36	-5,701
11,498	12.91	17,164	7.60	-5,666	15,225	6.91	-3,727	Total Operating- A&G	108,213	7.62	231,246	5.84	-123,032	222,485	5.85	-114,272
21,541	24.18	29,551	13.09	-8,010	26,742	12.14	-5,201	Total Expenses- A&G	251,545	17.72	387,855	9.80	-136,311	362,042	9.51	-110,498

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	1,356	0.60	-1,356	1,320	0.60	-1,320	Director of Sales	12,408	0.87	16,008	0.40	-3,600	16,815	0.44	-4,407
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	0	0.00	0	0.00	0	252	0.01	-252
453	0.51	1,168	0.52	-714	793	0.36	-340	Revenue Management	6,911	0.49	14,010	0.35	-7,099	9,884	0.26	-2,973
0	0.00	172	0.08	-172	0	0.00	0	E Commerce Management	516	0.04	2,066	0.05	-1,549	0	0.00	516
1,384	1.55	2,655	1.18	-1,271	2,110	0.96	-726	Sales Coordinator	28,883	2.03	31,349	0.79	-2,466	27,970	0.73	913
155	0.17	332	0.15	-176	292	0.13	-136	Payroll Taxes	3,971	0.28	4,254	0.11	-283	3,717	0.10	254
-23	-0.03	292	0.13	-315	319	0.14	-341	Employee Benefits	3,398	0.24	3,504	0.09	-106	3,042	0.08	356
-85	-0.10	0	0.00	-85	60	0.03	-145	Vacation / PTO	3,822	0.27	0	0.00	3,822	120	0.00	3,702
240	0.27	0	0.00	240	240	0.11	0	Holiday	869	0.06	0	0.00	869	720	0.02	149
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	2,577	0.18	5,172	0.13	-2,595	3,611	0.09	-1,033
2,125	2.38	5,974	2.65	-3,850	5,134	2.33	-3,009	Total P/R & R/B- Sales	63,354	4.46	76,362	1.93	-13,008	66,130	1.74	-2,775
Operating Expenses- Sales																
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	65	0.00	160	0.00	-95	23	0.00	43
0	0.00	25	0.01	-25	0	0.00	0	Office Supplies	275	0.02	500	0.01	-225	625	0.02	-351
0	0.00	60	0.03	-60	87	0.04	-87	Travel & Lodging	275	0.02	720	0.02	-445	2,350	0.06	-2,074
0	0.00	50	0.02	-50	0	0.00	0	Meals & Entertainment	24	0.00	600	0.02	-576	182	0.00	-157
0	0.00	100	0.04	-100	269	0.12	-269	Promotions	-12	0.00	1,400	0.04	-1,412	2,247	0.06	-2,259
0	0.00	50	0.02	-50	0	0.00	0	Telephone	0	0.00	600	0.02	-600	0	0.00	0
0	0.00	40	0.02	-40	0	0.00	0	Postage	0	0.00	480	0.01	-480	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Sales Training	212	0.01	500	0.01	-288	1,145	0.03	-932
311	0.35	65	0.03	246	65	0.03	246	Dues & Subscriptions	5,618	0.40	11,246	0.28	-5,628	10,321	0.27	-4,702
0	0.00	50	0.02	-50	0	0.00	0	Trade Show	0	0.00	200	0.01	-200	21	0.00	-21
0	0.00	0	0.00	0	0	0.00	0	Outdoor Advertising	1,500	0.11	0	0.00	1,500	1,603	0.04	-103
0	0.00	200	0.09	-200	200	0.09	-200	e Commerce Costs	0	0.00	3,500	0.09	-3,500	3,929	0.10	-3,929
547	0.61	800	0.35	-253	1,062	0.48	-515	Brand Paid Search	6,558	0.46	9,600	0.24	-3,042	13,231	0.35	-6,673
0	0.00	150	0.07	-150	0	0.00	0	Internet Advertising	0	0.00	1,800	0.05	-1,800	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	700	0.02	-700	176	0.00	-176
858	0.96	1,590	0.70	-732	1,684	0.76	-826	Total Operating- Sales	14,516	1.02	32,731	0.83	-18,215	35,853	0.94	-21,337
2,983	3.35	7,564	3.35	-4,582	6,818	3.09	-3,835	Total Expenses-Sales	77,871	5.49	109,093	2.76	-31,222	101,982	2.68	-24,112

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,734	2.19	-4,734	3,643	1.70	-3,643	Chief Engineer	20,107	1.27	55,356	1.57	-35,249	47,915	1.40	-27,808
3,043	2.52	2,280	1.06	763	1,773	0.83	1,270	General Maintenance	15,726	0.99	26,917	0.77	-11,191	24,589	0.72	-8,863
303	0.25	601	0.28	-298	506	0.24	-203	Payroll Taxes	3,465	0.22	6,437	0.18	-2,972	5,881	0.17	-2,416
0	0.00	1,430	0.66	-1,430	1,009	0.47	-1,009	Employee Benefits	7,430	0.47	17,160	0.49	-9,730	16,729	0.49	-9,299
280	0.23	895	0.41	-615	622	0.29	-342	Holiday	764	0.05	2,428	0.07	-1,664	2,156	0.06	-1,391
-188	-0.16	0	0.00	-188	517	0.24	-705	Vacation /PTO	5,476	0.35	0	0.00	5,476	5,132	0.15	344
3,438	2.85	9,940	4.61	-6,502	8,071	3.76	-4,633	Total P/R & Related Expenses- Maintenance	52,968	3.35	108,298	3.08	-55,330	102,401	2.98	-49,432
Operating Expenses- R & M																
0	0.00	100	0.05	-100	0	0.00	0	Laundry Equipment	175	0.01	1,200	0.03	-1,025	0	0.00	175
741	0.61	432	0.20	310	756	0.35	-14	Building Maintenance	2,581	0.16	7,032	0.20	-4,451	8,324	0.24	-5,743
140	0.12	173	0.08	-32	246	0.11	-106	Light Bulbs	1,106	0.07	2,813	0.08	-1,706	2,411	0.07	-1,305
0	0.00	151	0.07	-151	1,342	0.63	-1,342	Electrical & Mechanical	229	0.01	2,461	0.07	-2,232	3,698	0.11	-3,469
0	0.00	216	0.10	-216	614	0.29	-614	HVAC	523	0.03	3,516	0.10	-2,992	2,100	0.06	-1,576
384	0.32	324	0.15	60	229	0.11	155	Plumbing & Boiler	1,747	0.11	5,274	0.15	-3,526	4,782	0.14	-3,035
0	0.00	0	0.00	0	0	0.00	0	Pool	396	0.03	2,212	0.06	-1,816	2,726	0.08	-2,330
0	0.00	662	0.31	-662	718	0.33	-718	Grounds & Landscaping	3,315	0.21	9,144	0.26	-5,829	9,643	0.28	-6,328
79	0.07	60	0.03	19	0	0.00	79	Signage	208	0.01	720	0.02	-512	821	0.02	-613
103	0.09	281	0.13	-178	832	0.39	-729	Furniture & Fixtures	811	0.05	4,571	0.13	-3,759	4,713	0.14	-3,901
0	0.00	108	0.05	-108	307	0.14	-307	Painting	510	0.03	1,758	0.05	-1,248	1,440	0.04	-929
276	0.23	50	0.02	226	0	0.00	276	Carpet & Floor	326	0.02	3,250	0.09	-2,924	3,023	0.09	-2,697
0	0.00	43	0.02	-43	0	0.00	0	Window Treatments	0	0.00	703	0.02	-703	123	0.00	-123
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	400	0.01	-400	428	0.01	-428
0	0.00	43	0.02	-43	30	0.01	-30	Telephone	245	0.02	703	0.02	-458	300	0.01	-55
0	0.00	43	0.02	-43	0	0.00	0	Locks & Keys	125	0.01	703	0.02	-578	773	0.02	-648
0	0.00	75	0.03	-75	42	0.02	-42	Radio & TV	0	0.00	900	0.03	-900	692	0.02	-692
125	0.10	245	0.11	-120	1,229	0.57	-1,105	Exterminating	1,456	0.09	1,940	0.06	-484	3,371	0.10	-1,915
0	0.00	200	0.09	-200	0	0.00	0	Fire & Safety	3,021	0.19	5,071	0.14	-2,050	1,455	0.04	1,565
3,730	3.09	0	0.00	3,730	0	0.00	3,730	Elevator	5,353	0.34	6,059	0.17	-706	6,273	0.18	-920
5,578	4.62	3,205	1.49	2,373	6,345	2.96	-767	Total Operating - R & M	22,129	1.40	60,429	1.72	-38,300	57,095	1.66	-34,966
9,016	7.46	13,145	6.09	-4,129	14,415	6.72	-5,400	Total Expenses- R & M	75,097	4.75	168,728	4.80	-93,630	159,496	4.65	-84,399

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,017	2.50	3,900	1.81	-883	6,840	3.19	-3,823	Electricity	45,859	2.90	64,580	1.84	-18,721	65,544	1.91	-19,685
858	0.71	1,017	0.47	-159	1,246	0.58	-388	Gas	10,280	0.65	14,330	0.41	-4,051	15,419	0.45	-5,139
2,375	1.97	3,533	1.64	-1,159	4,503	2.10	-2,128	Water & Sewer	28,433	1.80	55,108	1.57	-26,675	56,653	1.65	-28,220
181	0.15	390	0.18	-209	521	0.24	-339	Waste Removal	2,946	0.19	4,680	0.13	-1,734	5,226	0.15	-2,280
6,431	5.32	8,840	4.10	-2,409	13,110	6.11	-6,679	Total Expenses- Utilities	87,517	5.54	138,699	3.94	-51,181	142,841	4.16	-55,323

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
5,283	6.00	13,341	6.00	-8,058	13,071	6.02	-7,788	Franchise Fees/ Royalties	84,565	6.03	234,604	6.00	-150,039	226,550	6.03	-141,985
3,522	4.00	8,914	4.01	-5,392	8,714	4.01	-5,192	Advertising	56,377	4.02	156,703	4.01	-100,326	151,036	4.02	-94,659
5,380	6.11	10,121	4.55	-4,741	29,996	13.81	-24,616	Frequent Traveler	64,568	4.60	164,896	4.22	-100,327	169,135	4.50	-104,566
0	0.00	0	0.00	0	669	0.31	-669	Brand Guest Fees	680	0.05	0	0.00	680	3,523	0.09	-2,843
14,185	16.11	32,375	14.56	-18,190	52,450	24.14	-38,265	Total Franchise Fees Expense	206,190	14.69	556,202	14.22	-350,012	550,243	14.64	-344,053

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MANAGEMENT FEES																
2,227	2.50	5,649	2.50	-3,422	5,508	2.50	-3,281	Management Fees	35,484	2.50	99,018	2.50	-63,535	95,158	2.50	-59,674
11,008	12.36	0	0.00	11,008	0	0.00	11,008	Management Fees- Owner	25,671	1.81	0	0.00	25,671	0	0.00	25,671
13,236	14.86	5,649	2.50	7,587	5,508	2.50	7,728	Total Management Fees Expense	61,155	4.31	99,018	2.50	-37,864	95,158	2.50	-34,003

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FIXED EXPENSES																
27,774	31.17	27,773	12.30	0	26,965	12.24	809	Ground Lease	330,855	23.31	330,046	8.34	809	321,218	8.44	9,637
10,876	12.21	9,044	4.00	1,832	-119,968	-54.45	130,844	FF & E Reserve	130,509	9.19	158,514	4.00	-28,005	0	0.00	130,509
10,341	11.61	10,341	4.58	0	9,360	4.25	981	Real Estate Tax	124,094	8.74	124,094	3.13	0	97,012	2.55	27,083
274	0.31	274	0.12	0	307	0.14	-33	Personal Property Tax	3,372	0.24	3,288	0.08	83	3,256	0.09	116
5,202	5.84	4,404	1.95	798	4,207	1.91	995	Insurance	55,008	3.88	52,743	1.33	2,265	50,394	1.32	4,614
54,467	61.13	51,836	22.95	2,631	-79,129	-35.91	133,597	TOTAL FIXED EXPENSES	643,838	45.36	668,685	16.89	-24,847	471,880	12.40	171,959

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

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TOTAL OTHER																
17	0.02	0	0.00	17	6,158	2.79	-6,141	Owners Expense	22,907	1.61	0	0.00	22,907	20,493	0.54	2,414
49,763	55.85	0	0.00	49,763	39,970	18.14	9,793	Depreciation	597,156	42.07	0	0.00	597,156	587,363	15.43	9,793
2,792	3.13	0	0.00	2,792	2,794	1.27	-2	Amortization Expense	33,504	2.36	0	0.00	33,504	33,506	0.88	-2
30,316	34.03	30,316	13.42	0	30,316	13.76	0	Interest Expense	363,344	25.60	363,788	9.19	-443	366,186	9.62	-2,842
8,845	9.93	2,261	1.00	6,584	2,203	1.00	6,642	Asset Management Fee	14,194	1.00	39,628	1.00	-25,434	38,062	1.00	-23,868
0	0.00	0	0.00	0	-23,154	-10.51	23,154	Extraordinary Expenses	3,548	0.25	0	0.00	3,548	0	0.00	3,548
0	0.00	0	0.00	0	1,877	0.85	-1,877	GB 1 YE AJE	0	0.00	0	0.00	0	1,877	0.05	-1,877
0	0.00	0	0.00	0	40,429	18.35	-40,429	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	40,429	1.06	-40,429
91,733	102.96	32,577	14.42	59,156	100,594	45.66	-8,861	Total Other	1,034,653	72.90	403,416	10.19	631,237	1,087,917	28.58	-53,264

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
5,084		5,084		0	5,084		0	Total Rooms Available	60,024		60,024		0	59,860		164
1,958		2,413		-455	2,688		-730	Total Rooms Sold	25,644		40,517		-14,873	40,012		-14,368
38.51%		47.46%		-8.95%	52.87%		-14.36%	Occupancy %	42.72%		67.50%		-24.78%	66.84%		-24.12%
68.40		136.08		-67.69	128.33		-59.93	Average Rate	95.96		148.12		-52.17	151.23		-55.28
26.34		64.59		-38.25	67.85		-41.51	REVPAR	41.00		99.98		-58.99	101.09		-60.09
REVENUES																
133,920	84.81	328,373	80.79	-194,453	344,940	78.57	-211,020	ROOMS	2,460,714	87.62	6,001,468	85.73	-3,540,754	6,051,206	85.14	-3,590,492
16,619	10.53	60,336	14.84	-43,717	69,067	15.73	-52,448	FOOD	214,526	7.64	738,296	10.55	-523,770	795,985	11.20	-581,459
0	0.00	8,012	1.97	-8,012	13,762	3.13	-13,762	BEVERAGE	19,387	0.69	112,510	1.61	-93,124	103,129	1.45	-83,743
7,358	4.66	9,756	2.40	-2,398	11,265	2.57	-3,906	MISCELLANEOUS	113,789	4.05	148,433	2.12	-34,644	157,271	2.21	-43,482
157,898	100.00	406,478	100.00	-248,580	439,034	100.00	-281,136	TOTAL REVENUES	2,808,416	100.00	7,000,707	100.00	-4,192,291	7,107,591	100.00	-4,299,175
DEPARTMENT EXPENSES																
45,461	33.95	70,515	21.47	-25,054	79,493	23.05	-34,031	ROOMS EXPENSE	645,990	26.25	1,044,978	17.41	-398,988	1,104,702	18.26	-458,712
21,807	131.22	44,198	73.25	-22,392	53,731	77.79	-31,924	FOOD EXPENSE	202,899	94.58	526,602	71.33	-323,704	579,860	72.85	-376,961
1,678	0.00	4,509	56.27	-2,831	4,026	29.25	-2,348	BEVERAGE EXPENSE	22,308	115.07	61,384	54.56	-39,076	75,225	72.94	-52,917
1,614	21.94	936	9.60	678	1,606	14.26	8	MISCELLANEOUS EXPENSE	13,293	11.68	16,858	11.36	-3,566	24,523	15.59	-11,230
70,560	44.69	120,158	29.56	-49,598	138,855	31.63	-68,295	TOTAL DEPARTMENTAL EXPENSES	884,489	31.49	1,649,822	23.57	-765,333	1,784,310	25.10	-899,820
DEPARTMENTAL PROFIT																
88,459	66.05	257,858	78.53	-169,399	265,447	76.95	-176,989	ROOMS PROFIT	1,814,724	73.75	4,956,490	82.59	-3,141,766	4,946,505	81.74	-3,131,781
-5,188	-31.22	16,138	26.75	-21,326	15,337	22.21	-20,524	FOOD PROFIT	11,627	5.42	211,694	28.67	-200,066	216,125	27.15	-204,497
-1,678	0.00	3,503	43.73	-5,181	9,736	70.75	-11,414	BEVERAGE PROFIT	-2,921	-15.07	51,127	45.44	-54,048	27,904	27.06	-30,825
5,744	78.06	8,820	90.40	-3,076	9,659	85.74	-3,915	MISCELLANEOUS PROFIT	100,496	88.32	131,575	88.64	-31,078	132,748	84.41	-32,252
87,337	55.31	286,319	70.44	-198,982	300,179	68.37	-212,841	TOTAL DEPARTMENTAL PROFIT	1,923,927	68.51	5,350,885	76.43	-3,426,958	5,323,282	74.90	-3,399,355
ADMIN EXPENSES																
30,400	19.25	42,283	10.40	-11,884	48,130	10.96	-17,730	A & G EXPENSE	380,276	13.54	561,106	8.01	-180,830	569,486	8.01	-189,209
3,501	2.22	2,443	0.60	1,058	2,486	0.57	1,016	TELECOM	38,731	1.38	28,273	0.40	10,457	29,090	0.41	9,641
9,487	6.01	29,873	7.35	-20,386	26,711	6.08	-17,224	SALES & MARKETING EXPENSES	186,122	6.63	379,316	5.42	-193,194	363,365	5.11	-177,243
20,455	12.95	42,380	10.43	-21,925	43,475	9.90	-23,020	FRANCHISE FEES	302,362	10.77	759,650	10.85	-457,288	763,921	10.75	-461,559
11,262	7.13	18,243	4.49	-6,982	19,623	4.47	-8,361	MAINTENANCE EXPENSES	165,176	5.88	238,659	3.41	-73,483	256,352	3.61	-91,176
19,211	12.17	19,128	4.71	83	19,557	4.45	-345	UTILITIES EXPENSE	209,798	7.47	250,567	3.58	-40,769	251,524	3.54	-41,725
94,316	59.73	154,351	37.97	-60,035	159,981	36.44	-65,665	TOTAL ADMIN EXPENSES	1,282,466	45.67	2,217,572	31.68	-935,106	2,233,737	31.43	-951,271
-6,979	-4.42	131,968	32.47	-138,947	140,198	31.93	-147,177	HOUSE PROFIT	641,461	22.84	3,133,313	44.76	-2,491,852	3,089,545	43.47	-2,448,084
FIXED EXPENSES																
14,959	9.47	10,167	2.50	4,792	10,976	2.50	3,983	MANAGEMENT FEES	96,464	3.43	175,109	2.50	-78,645	177,690	2.50	-81,226
128,053	81.10	124,035	30.51	4,018	-270,086	-61.52	398,139	FIXED EXPENSES	1,508,993	53.73	1,481,908	21.17	27,085	1,097,106	15.44	411,887

-149,992	-94.99	-2,234	-0.55	-147,758	399,307	90.95	-549,299 NET OPERATING INCOME	-963,996	-34.33	1,476,296	21.09	-2,440,292	1,814,749	25.53	-2,778,745
196,462	124.42	87,522	21.53	108,939	180,184	41.04	16,277 Other	2,201,158	78.38	1,071,507	15.31	1,129,651	2,265,223	31.87	-64,065
-346,453	-219.42	-89,756	-22.08	-256,697	219,123	49.91	-565,576 N.I. after Other	-3,165,154	-112.70	404,789	5.78	-3,569,943	-450,474	-6.34	-2,714,680
-250,310		-89,756		-160,554	282,976		-533,286 Cash before Depreciation/Amortization	-2,011,438		404,789		-2,416,227	670,952		-2,682,390

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ROOMS DEPARTMENT																
ROOMS REVENUE																
9,389	7.01	79,653	24.26	-70,264	95,020	27.55	-85,631	Rack/ Premium	632,427	25.70	1,710,247	28.50	-1,077,819	1,619,513	26.76	-987,085
744	0.56	76,734	23.37	-75,989	101,126	29.32	-100,381	Corporate	366,355	14.89	1,523,430	25.38	-1,157,075	1,655,123	27.35	-1,288,768
88,295	65.93	65,875	20.06	22,420	72,676	21.07	15,619	Discounts - Other	650,591	26.44	935,134	15.58	-284,543	1,085,680	17.94	-435,089
0	0.00	3,788	1.15	-3,788	6,437	1.87	-6,437	Government	9,208	0.37	65,548	1.09	-56,340	59,012	0.98	-49,804
1,930	1.44	70,798	21.56	-68,867	27,003	7.83	-25,073	Locally Negotiated Rate	114,018	4.63	826,787	13.78	-712,770	652,264	10.78	-538,247
-28	-0.02	0	0.00	-28	-1,472	-0.43	1,443	Allowances	-2,614	-0.11	0	0.00	-2,614	-11,522	-0.19	8,908
100,331	74.92	296,848	90.40	-196,517	300,791	87.20	-200,460	Total Transient Revenue	1,769,985	71.93	5,061,147	84.33	-3,291,162	5,060,070	83.62	-3,290,085
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
32,990	24.63	30,525	9.30	2,465	41,586	12.06	-8,596	Group- Corporate	676,846	27.51	912,321	15.20	-235,475	961,553	15.89	-284,707
32,990	24.63	30,525	9.30	2,465	41,586	12.06	-8,596	Total Group Revenue	676,846	27.51	912,321	15.20	-235,475	961,553	15.89	-284,707
599	0.45	1,000	0.30	-401	2,564	0.74	-1,965	Guaranteed No-Show	13,883	0.56	28,000	0.47	-14,117	29,584	0.49	-15,701
133,920	100.00	328,373	100.00	-194,453	344,940	100.00	-211,020	Total Rooms Revenue	2,460,714	100.00	6,001,468	100.00	-3,540,754	6,051,206	100.00	-3,590,492
ROOM STATISTICS																
123	6	483	20	-360	624	23	-501	Rack/ Premium Rooms	5,065	20	9,511	23	-4,446	8,997	22	-3,932
9	0	483	20	-474	575	21	-566	Corporate Rooms	2,291	9	9,222	23	-6,931	9,179	23	-6,888
1,387	71	724	30	663	911	34	476	Discounts - Other Rooms	8,694	34	9,595	24	-901	9,911	25	-1,217
0	0	24	1	-24	41	2	-41	Government Rooms	76	0	405	1	-329	385	1	-309
30	2	434	18	-404	183	7	-153	Locally Negotiated Corporate Rooms	870	3	5,024	12	-4,154	3,931	10	-3,061
1,549	79	2,148	89	-599	2,334	87	-785	Total Transient Stats	16,996	66	33,758	83	-16,762	32,403	81	-15,407
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
409	21	265	11	144	354	13	55	Group- Corporate Rooms	8,648	34	6,759	17	1,889	7,609	19	1,039
409	21	265	11	144	354	13	55	Total Group Stats	8,648	34	6,759	17	1,889	7,609	19	1,039
1,958	100	2,413	100	-455	2,688	100	-730	TOTAL ROOM STATISTICS	25,644	100	40,517	100	-14,873	40,012	100	-14,368
Other Room Stats																
28	1	0	0	28	18	1	10	Comp Rooms	190	1	0	0	190	172	0	18
0	0	0	0	0	0	0	0	Single Occupancy	0	0	0	0	0	90	0	-90
785	40	0	0	785	812	30	-27	Multiple Occupancy	6,349	25	0	0	6,349	10,229	26	-3,880
188	10	0	0	188	93	3	95	Out of Order Rooms	1,928	8	0	0	1,928	623	2	1,305
3,001	153	0	0	3,001	3,878	144	-877	# of Guests	34,421	134	0	0	34,421	55,425	139	-21,004

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ADR																
76.34		165.05		-88.71	152.28		-75.94	Rack/Premium ADR	124.86		179.81		-54.95	180.01		-55.14
82.72		159.00		-76.28	175.87		-93.15	Corporate ADR	159.91		165.19		-5.28	180.32		-20.41
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
63.66		91.00		-27.34	79.78		-16.12	Discount ADR	74.83		97.46		-22.63	109.54		-34.71
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		157.00		-157.00	157.00		-157.00	Government ADR	121.16		161.78		-40.62	153.28		-32.12
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
64.35		163.00		-98.65	147.56		-83.21	Local Negotiated ADR	131.05		164.56		-33.51	165.93		-34.87
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
64.77		138.23		-73.45	128.87		-64.10	Total Transient ADR	104.14		149.93		-45.78	156.16		-52.02
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
80.66		115.00		-34.34	117.47		-36.81	Group - Corporate ADR	78.27		134.97		-56.70	126.37		-48.10
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
80.66		115.00		-34.34	117.47		-36.81	Total Group ADR	78.27		134.97		-56.70	126.37		-48.10

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Payroll & Related Expense																
2,373	1.21	4,866	2.02	-2,493	5,952	2.21	-3,579	FD/ Guest Service Reps	31,486	1.23	79,426	1.96	-47,940	86,783	2.17	-55,297
2,180	1.11	2,744	1.14	-564	2,485	0.92	-305	FD/Supervisor	20,938	0.82	32,395	0.80	-11,457	32,181	0.80	-11,243
2,572	1.31	3,956	1.64	-1,384	2,336	0.87	236	Executive Housekeeper	42,659	1.66	46,590	1.15	-3,931	43,099	1.08	-439
1,568	0.80	2,832	1.17	-1,264	3,681	1.37	-2,112	Asst Exec Housekeeper/ Inspectress	11,964	0.47	39,043	0.96	-27,079	47,072	1.18	-35,108
0	0.00	11,968	4.96	-11,968	6,590	2.45	-6,590	Housekeepers	17,700	0.69	200,969	4.96	-183,269	67,538	1.69	-49,838
1,613	0.82	5,658	2.34	-4,045	3,575	1.33	-1,962	Housemen	32,250	1.26	91,285	2.25	-59,035	34,761	0.87	-2,511
0	0.00	0	0.00	0	0	0.00	0	Van Drivers	0	0.00	0	0.00	0	1,850	0.05	-1,850
2,206	1.13	3,885	1.61	-1,679	23	0.01	2,183	Laundry	13,030	0.51	57,205	1.41	-44,175	9,339	0.23	3,692
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast Hostess	8,386	0.33	0	0.00	8,386	0	0.00	8,386
3,496	1.79	4,712	1.95	-1,216	4,433	1.65	-937	Night Audit	44,945	1.75	55,632	1.37	-10,687	52,324	1.31	-7,379
1,725	0.88	2,805	1.16	-1,080	3,334	1.24	-1,609	Payroll Taxes	21,890	0.85	39,715	0.98	-17,825	36,389	0.91	-14,499
1,242	0.63	1,827	0.76	-585	1,199	0.45	44	Employee Benefits	17,043	0.66	21,924	0.54	-4,881	19,986	0.50	-2,943
977	0.50	800	0.33	177	3,132	1.17	-2,155	Vacation /PTO	34,264	1.34	9,600	0.24	24,664	14,613	0.37	19,651
1,746	0.89	2,400	0.99	-654	2,906	1.08	-1,160	Holiday	6,985	0.27	8,400	0.21	-1,415	9,479	0.24	-2,494
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	795	0.02	-795
7,700	3.93	0	0.00	7,700	7,504	2.79	196	Contract Labor- Housekeepers	100,887	3.93	0	0.00	100,887	134,436	3.36	-33,550
2,793	1.43	0	0.00	2,793	3,382	1.26	-589	Contract Labor- Houseperson	26,199	1.02	0	0.00	26,199	64,999	1.62	-38,800
0	0.00	0	0.00	0	2,159	0.80	-2,159	Contract Labor- Laundry	25,582	1.00	0	0.00	25,582	47,950	1.20	-22,368
32,192	16.44	48,453	20.08	-16,261	52,688	19.60	-20,497	Total P/R & R/Benefits- Rooms	456,209	17.79	682,184	16.84	-225,975	703,594	17.58	-247,385
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	265	0.11	-265	398	0.15	-398	Newspapers	1,369	0.05	4,457	0.11	-3,088	4,398	0.11	-3,029
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast	17,055	0.67	0	0.00	17,055	0	0.00	17,055
1,481	0.76	2,099	0.87	-618	4,503	1.68	-3,022	Rooms- Promotion	16,231	0.63	35,250	0.87	-19,018	41,309	1.03	-25,078
0	0.00	50	0.02	-50	-22	-0.01	22	Guest Transportation	-80	0.00	600	0.01	-680	500	0.01	-580
356	0.18	97	0.04	259	149	0.06	207	Laundry Supplies	1,848	0.07	1,621	0.04	227	1,144	0.03	704
2,353	1.20	1,448	0.60	905	2,557	0.95	-204	Linen Supplies	15,576	0.61	24,310	0.60	-8,735	28,916	0.72	-13,340
1,891	0.97	1,990	0.82	-99	1,915	0.71	-24	Cable TV	21,150	0.82	23,880	0.59	-2,730	23,277	0.58	-2,127
574	0.29	333	0.14	241	574	0.21	0	HSIA Support	6,941	0.27	3,996	0.10	2,945	7,188	0.18	-247
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	878	0.02	-878
831	0.42	1,134	0.47	-303	739	0.27	92	Reservations Expense	6,273	0.24	19,043	0.47	-12,770	17,713	0.44	-11,440
1,159	0.59	2,775	1.15	-1,616	2,826	1.05	-1,667	Guest Room Supplies	23,270	0.91	46,595	1.15	-23,324	45,322	1.13	-22,052
386	0.20	724	0.30	-338	311	0.12	75	Cleaning Supplies	7,541	0.29	12,155	0.30	-4,614	13,381	0.33	-5,841
843	0.43	410	0.17	433	276	0.10	566	Ecolab Core Supplies	5,649	0.22	6,887	0.17	-1,238	5,423	0.14	225
2,485	1.27	10,738	4.45	-8,253	12,580	4.68	-10,095	Travel Agents Commission	60,753	2.37	180,301	4.45	-119,548	203,683	5.09	-142,930
0	0.00	0	0.00	0	0	0.00	0	Uniforms	79	0.00	3,200	0.08	-3,121	7,318	0.18	-7,239
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	0	0.00	500	0.01	-500	656	0.02	-656
912	0.47	0	0.00	912	0	0.00	912	COVID 19 Supplies	6,127	0.24	0	0.00	6,127	0	0.00	6,127
13,270	6.78	22,063	9.14	-8,793	26,805	9.97	-13,535	Total Operating - Rooms	189,781	7.40	362,794	8.95	-173,013	401,107	10.02	-211,326
45,461	23.22	70,515	29.22	-25,054	79,493	29.57	-34,031	Total Expenses- Rooms	645,990	25.19	1,044,978	25.79	-398,988	1,104,702	27.61	-458,712
88,459	45.18	257,858	106.86	-169,399	265,447	98.75	-176,989	Net Income- Rooms	1,814,724	70.77	4,956,490	122.33	-3,141,766	4,946,505	123.63	-3,131,781

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Food & Beverage Summary																
9,590	57.71	36,416	53.28	-26,826	43,835	52.92	-34,245	Total Food Sales	131,928	56.40	459,226	53.98	-327,298	475,861	52.93	-343,934
0	0.00	8,012	11.72	-8,012	13,762	16.61	-13,762	Total Beverage Sales	19,387	8.29	112,510	13.22	-93,124	103,129	11.47	-83,743
1,865	11.22	3,000	4.39	-1,135	2,208	2.67	-343	Total Banquet A/V	11,431	4.89	47,500	5.58	-36,069	56,655	6.30	-45,224
5,163	31.07	20,920	30.61	-15,757	23,024	27.80	-17,860	Total Banquet Misc	71,167	30.42	231,570	27.22	-160,403	263,468	29.30	-192,301
16,619	100.00	68,348	100.00	-51,729	82,829	100.00	-66,210	Total F & B Sales	233,913	100.00	850,806	100.00	-616,894	899,114	100.00	-665,201
7,954	82.94	13,420	36.85	-5,466	17,846	40.71	-9,892	Food Cost	67,298	51.01	169,115	36.83	-101,817	192,396	40.43	-125,097
1,174	0.00	2,470	30.83	-1,296	2,965	21.54	-1,791	Beverage Costs	11,561	59.64	34,921	31.04	-23,359	37,500	36.36	-25,939
0	0.00	150	5.00	-150	21	0.97	-21	Banquet A/V Costs	1,993	17.44	2,375	5.00	-382	8,230	14.53	-6,237
9,128	54.92	16,041	23.47	-6,913	20,832	25.15	-11,705	Total F & B Costs	80,853	34.57	206,411	24.26	-125,558	238,126	26.48	-157,273
7,574	78.97	23,400	64.26	-15,825	24,391	55.64	-16,817	Food Wages	92,338	69.99	273,563	59.57	-181,225	292,028	61.37	-199,690
0	0.00	1,308	16.33	-1,308	891	6.48	-891	Beverage Wages	2,699	13.92	17,100	15.20	-14,401	15,840	15.36	-13,141
7,574	78.97	24,708	55.61	-17,133	25,282	43.89	-17,708	Total F & B Wages	95,037	62.81	290,663	50.84	-195,626	307,868	53.17	-212,830
4,420	46.09	5,143	11.58	-723	7,899	13.71	-3,479	F & B- P T & E B	28,460	18.81	44,194	7.73	-15,734	48,138	8.31	-19,678
11,994	72.17	29,850	43.67	-17,856	33,181	40.06	-21,187	TTL P/R and Benefits	123,497	52.80	334,857	39.36	-211,359	356,006	39.60	-232,508
1,859	19.38	2,308	6.34	-449	3,743	8.54	-1,885	Food Operating Expenses	13,477	10.22	40,262	8.77	-26,785	42,052	8.84	-28,575
504	0.00	508	6.34	-4	0	0.00	504	Beverage Operating Expenses	7,379	38.06	6,456	5.74	923	18,902	18.33	-11,523
2,362	14.22	2,816	4.12	-453	3,743	4.52	-1,381	Total F & B Operating Expenses	20,856	8.92	46,718	5.49	-25,863	60,954	6.78	-40,098
-6,866	-41.31	19,641	28.74	-26,507	25,073	30.27	-31,938	Net F & B Income	8,706	3.72	262,820	30.89	-254,114	244,029	27.14	-235,322

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
3,232	19.45	8,928	14.80	-5,697	11,466	16.60	-8,234	Garden Grill Breakfast	43,002	20.04	149,520	20.25	-106,518	148,496	18.66	-105,495
0	0.00	2,896	4.80	-2,896	2,575	3.73	-2,575	Garden Grill Dinner	8,537	3.98	43,811	5.93	-35,273	42,490	5.34	-33,953
3,232	19.45	11,824	19.60	-8,592	14,040	20.33	-10,808	Total Garden Grill	51,539	24.02	193,330	26.19	-141,791	190,987	23.99	-139,448
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	1,448	2.40	-1,448	1,297	1.88	-1,297	Room Service Dinner	4,299	2.00	21,587	2.92	-17,288	19,587	2.46	-15,289
0	0.00	145	0.24	-145	124	0.18	-124	Room Service Delivery Charge	456	0.21	2,159	0.29	-1,703	2,011	0.25	-1,555
0	0.00	1,593	2.64	-1,593	1,421	2.06	-1,421	Total Room Service	4,755	2.22	23,746	3.22	-18,991	21,598	2.71	-16,844
1,122	6.75	2,000	3.31	-878	1,677	2.43	-555	Banquet Breakfast	14,649	6.83	60,000	8.13	-45,351	63,343	7.96	-48,693
3,022	18.18	9,000	14.92	-5,978	14,093	20.40	-11,071	Banquet Lunch	32,547	15.17	90,000	12.19	-57,453	105,474	13.25	-72,927
307	1.85	7,000	11.60	-6,693	8,425	12.20	-8,118	Banquet Dinner	9,671	4.51	37,150	5.03	-27,479	37,164	4.67	-27,493
0	0.00	0	0.00	0	0	0.00	0	Banquet Reception	2,390	1.11	0	0.00	2,390	460	0.06	1,930
1,908	11.48	5,000	8.29	-3,092	4,180	6.05	-2,272	Banquet Breaks	16,377	7.63	55,000	7.45	-38,623	56,836	7.14	-40,459
6,359	38.26	23,000	38.12	-16,641	28,375	41.08	-22,016	Total Banquets	75,634	35.26	242,150	32.80	-166,516	263,276	33.08	-187,642
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
9,590	57.71	36,416	60.36	-26,826	43,835	63.47	-34,245	Net Food Revenue	131,928	61.50	459,226	62.20	-327,298	475,861	59.78	-343,934
2,644	15.91	13,000	21.55	-10,356	10,789	15.62	-8,145	Banquet Room Rental	41,359	19.28	143,500	19.44	-102,141	158,497	19.91	-117,137
1,865	11.22	3,000	4.97	-1,135	2,208	3.20	-343	Banquet A/V	11,431	5.33	47,500	6.43	-36,069	56,655	7.12	-45,224
19	0.11	100	0.17	-81	1,760	2.55	-1,741	Banquet Miscellaneous	1,178	0.55	1,200	0.16	-22	2,429	0.31	-1,251
2,500	15.05	7,820	12.96	-5,320	10,475	15.17	-7,975	F & B Service Charges	28,630	13.35	86,870	11.77	-58,240	102,543	12.88	-73,913
7,028	42.29	23,920	39.64	-16,892	25,232	36.53	-18,203	Total Banquets Other	82,598	38.50	279,070	37.80	-196,472	320,123	40.22	-237,525
16,619	100.00	60,336	100.00	-43,717	69,067	100.00	-52,448	Total Food Revenues	214,526	100.00	738,296	100.00	-523,770	795,985	100.00	-581,459

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Cost of Goods Sold																
7,954	82.94	13,420	36.85	-5,466	17,846	40.71	-9,892	Cost of Sales - Food	67,298	51.01	169,115	36.83	-101,817	192,396	40.43	-125,097
0	0.00	150	0.05	-150	21	0.01	-21	Cost of Sales- Banquet A/V	1,993	0.17	2,375	0.05	-382	8,230	0.15	-6,237
7,954	82.94	13,570	37.26	-5,616	17,868	40.76	-9,914	Total Cost of Good Sold	69,292	52.52	171,490	37.34	-102,198	200,626	42.16	-131,334
Food Payroll																
1,519	9.14	3,932	6.52	-2,413	2,667	3.86	-1,148	Restaurant Manager	16,585	7.73	46,087	6.24	-29,502	42,721	5.37	-26,136
1,927	11.60	4,501	7.46	-2,574	4,239	6.14	-2,312	Servers	18,351	8.55	56,758	7.69	-38,407	58,113	7.30	-39,761
2,064	12.42	10,196	16.90	-8,132	10,181	14.74	-8,118	Cooks	31,516	14.69	114,876	15.56	-83,360	126,129	15.85	-94,613
548	3.30	1,528	2.53	-980	2,256	3.27	-1,708	Banquet Server	5,648	2.63	18,037	2.44	-12,389	18,396	2.31	-12,748
0	0.00	1,215	2.01	-1,215	1,718	2.49	-1,718	Banquet Setup	3,961	1.85	14,346	1.94	-10,386	18,749	2.36	-14,788
244	1.47	978	1.62	-734	2,259	3.27	-2,016	F & B Service Charge- Payout	6,576	3.07	10,859	1.47	-4,283	15,143	1.90	-8,568
967	5.82	2,680	4.44	-1,714	2,751	3.98	-1,784	Payroll Taxes	10,651	4.97	29,707	4.02	-19,056	30,863	3.88	-20,212
1,272	7.66	1,050	1.74	222	1,070	1.55	202	Employee Benefits	9,702	4.52	12,600	1.71	-2,898	12,582	1.58	-2,880
2,282	13.73	440	0.73	1,842	3,142	4.55	-859	Vacation /PTO	14,368	6.70	5,280	0.72	9,088	7,741	0.97	6,628
1,171	7.05	1,800	2.98	-629	1,837	2.66	-666	Holiday	2,772	1.29	6,300	0.85	-3,528	6,351	0.80	-3,579
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	200	0.03	-200
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	195	0.02	-195
11,994	72.17	28,320	46.94	-16,326	32,120	46.50	-20,126	Total Food Wages	120,130	56.00	314,850	42.65	-194,720	337,182	42.36	-217,053
Operating Expenses																
0	0.00	48	0.08	-48	658	0.95	-658	China	347	0.16	612	0.08	-265	658	0.08	-312
0	0.00	48	0.08	-48	204	0.30	-204	Glass	0	0.00	612	0.08	-612	499	0.06	-499
0	0.00	48	0.08	-48	0	0.00	0	Silverware	152	0.07	612	0.08	-460	892	0.11	-740
0	0.00	48	0.08	-48	0	0.00	0	Tableware	169	0.08	612	0.08	-443	510	0.06	-341
0	0.00	72	0.12	-72	0	0.00	0	Linens	0	0.00	918	0.12	-918	1,396	0.18	-1,396
0	0.00	0	0.00	0	0	0.00	0	Data Processing- F & B	0	0.00	1,495	0.20	-1,495	1,429	0.18	-1,429
0	0.00	0	0.00	0	129	0.19	-129	Decorations	0	0.00	0	0.00	0	129	0.02	-129
0	0.00	217	0.36	-217	80	0.12	-80	Contract Cleaning	1,362	0.63	3,647	0.49	-2,285	3,249	0.41	-1,887
0	0.00	48	0.08	-48	0	0.00	0	Supplies- Other	0	0.00	810	0.11	-810	-92	-0.01	92
278	1.67	845	1.40	-566	696	1.01	-418	Cleaning Supplies	3,688	1.72	14,181	1.92	-10,493	15,217	1.91	-11,529
103	0.62	458	0.76	-355	450	0.65	-347	Supplies- Paper	2,800	1.31	7,698	1.04	-4,898	7,930	1.00	-5,129
0	0.00	0	0.00	0	0	0.00	0	Menus	0	0.00	1,800	0.24	-1,800	540	0.07	-540
14	0.09	217	0.36	-203	423	0.61	-409	Kitchen & Utensils Supplies	917	0.43	3,647	0.49	-2,730	4,394	0.55	-3,477
0	0.00	0	0.00	0	33	0.05	-33	Uniforms	0	0.00	500	0.07	-500	449	0.06	-449
1,463	8.80	260	0.43	1,203	531	0.77	931	Equipment Rental	3,469	1.62	3,120	0.42	349	3,433	0.43	36
0	0.00	0	0.00	0	538	0.78	-538	Promotions	574	0.27	0	0.00	574	1,420	0.18	-845
1,859	11.18	2,308	3.83	-449	3,743	5.42	-1,885	Total Operating Expense- Food	13,477	6.28	40,262	5.45	-26,785	42,052	5.28	-28,575
21,807	131.22	44,198	73.25	-22,392	53,731	77.79	-31,924	Total Food Costs	202,899	94.58	526,602	71.33	-323,704	579,860	72.85	-376,961
-5,188	-31.22	16,138	26.75	-21,326	15,337	22.21	-20,524	N.I.- Food Department	11,627	5.42	211,694	28.67	-200,066	216,125	27.15	-204,497

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	2,172	27.11	-2,172	1,868	13.57	-1,868	Garden Grill Beer	5,388	27.79	42,148	37.46	-36,760	27,585	26.75	-22,197
0	0.00	965	12.05	-965	1,230	8.94	-1,230	Garden Grill Wine	4,052	20.90	21,409	19.03	-17,357	20,050	19.44	-15,998
0	0.00	2,775	34.64	-2,775	3,540	25.72	-3,540	Garden Grill Liquor	8,265	42.63	41,753	37.11	-33,489	41,742	40.48	-33,477
0	0.00	5,912	73.79	-5,912	6,638	48.23	-6,638	Total Garden Grill Beverage	17,705	91.32	105,310	93.60	-87,606	89,376	86.66	-71,672
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	700	8.74	-700	2,368	17.21	-2,368	Banquet Liquor	390	2.01	2,400	2.13	-2,010	2,452	2.38	-2,062
0	0.00	700	8.74	-700	2,444	17.76	-2,444	Banquet Beer	791	4.08	2,400	2.13	-1,610	5,475	5.31	-4,685
0	0.00	700	8.74	-700	2,311	16.80	-2,311	Banquet Wine	502	2.59	2,400	2.13	-1,899	5,825	5.65	-5,324
0	0.00	2,100	26.21	-2,100	7,124	51.77	-7,124	Total Banquet Beverage	1,682	8.68	7,200	6.40	-5,518	13,753	13.34	-12,071
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	8,012	100.00	-8,012	13,762	100.00	-13,762	Total Beverage Revenue	19,387	100.00	112,510	100.00	-93,124	103,129	100.00	-83,743

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Cost of Goods Sold																
64	0.00	973	12.14	-909	1,468	10.67	-1,404	Cost of Sales - Liquor	3,792	19.56	12,363	10.99	-8,571	14,167	13.74	-10,375
442	0.00	948	11.83	-506	771	5.60	-329	Cost of Sales - Beer	3,840	19.81	14,701	13.07	-10,860	11,791	11.43	-7,950
668	0.00	550	6.86	118	726	5.27	-58	Cost of Sales - Wine	3,929	20.27	7,857	6.98	-3,928	11,543	11.19	-7,614
1,174	0.00	2,470	30.83	-1,296	2,965	21.54	-1,791	Total COGS- Beverage	11,561	59.64	34,921	31.04	-23,359	37,500	36.36	-25,939
Beverage Payroll																
0	0.00	1,308	16.33	-1,308	891	6.48	-891	Bartender	2,699	13.92	17,100	15.20	-14,401	15,840	15.36	-13,141
0	0.00	222	2.78	-222	170	1.24	-170	Payroll Taxes	668	3.45	2,907	2.58	-2,239	2,983	2.89	-2,315
0	0.00	1,530	19.10	-1,530	1,061	7.71	-1,061	Total Beverage Payroll	3,368	17.37	20,007	17.78	-16,639	18,823	18.25	-15,456
Operating Expenses- Beverage																
504	0.00	508	6.34	-4	0	0.00	504	Licenses & Permits	7,379	38.06	6,096	5.42	1,283	18,550	17.99	-11,171
0	0.00	0	0.00	0	0	0.00	0	Uniforms	0	0.00	360	0.00	-360	352	0.00	-352
504	0.00	508	6.34	-4	0	0.00	504	Total Operating- Beverage	7,379	38.06	6,456	5.74	923	18,902	18.33	-11,523
1,678	0.00	4,509	56.27	-2,831	4,026	29.25	-2,348	Total Beverage Costs	22,308	115.07	61,384	54.56	-39,076	75,225	72.94	-52,917
-1,678	0.00	3,503	43.73	-5,181	9,736	70.75	-11,414	Net Income- Beverage	-2,921	-15.07	51,127	45.44	-54,048	27,904	27.06	-30,825

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FOOD STATS																
296	0.49	0	0.00	296	840	0.37	-544	Restaurant Breakfast Covers	3,342	0.44	0	0.00	3,342	11,094	0.38	-7,752
0	0.00	0	0.00	0	177	0.08	-177	Restaurant Dinner Covers	569	0.07	0	0.00	569	2,966	0.10	-2,397
0	0.00	0	0.00	0	62	0.03	-62	Room Service Dinner Covers	226	0.03	0	0.00	226	1,015	0.03	-789
67	0.11	0	0.00	67	125	0.06	-58	Banquet Breakfast Covers	865	0.11	0	0.00	865	4,181	0.14	-3,316
119	0.20	0	0.00	119	496	0.22	-377	Banquet Lunch Covers	1,115	0.15	0	0.00	1,115	4,196	0.14	-3,081
6	0.01	0	0.00	6	242	0.11	-236	Banquet Dinner Covers	253	0.03	0	0.00	253	1,546	0.05	-1,293
119	0.20	0	0.00	119	310	0.14	-191	Banquet Breaks Covers	1,275	0.17	0	0.00	1,275	4,377	0.15	-3,102
607	1.00	0	0.00	607	2,252	1.00	-1,645	Total Food Covers	7,645	1.00	0	0.00	7,645	29,375	1.00	-21,730

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TELECOM																
TELEPHONE REVENUES																
36	0.00	97	0.00	-61	581	0.00	-545	Long Distance	205	0.00	1,621	0.00	-1,416	2,001	0.00	-1,796
64	0.00	121	0.00	-56	124	0.00	-59	Internet Access Fees	1,188	0.00	2,026	0.00	-838	1,931	0.00	-743
100	0.00	217	0.00	-117	705	0.00	-604	Total Phone Revenues	1,393	0.00	3,647	0.00	-2,254	3,932	0.00	-2,539
COS- Communication																
1,306	0.83	600	0.15	706	820	0.19	485	COS-Local	12,028	0.43	7,200	0.10	4,828	8,412	0.12	3,616
0	0.00	46	47.66	-46	0	0.00	0	COS-Long Distance	0	0.00	552	34.06	-552	0	0.00	0
1,540	2,393.16	1,630	1,351.02	-90	1,614	1,304.40	-74	COS-HSIA ISP	18,738	1,577.44	19,560	965.52	-822	19,395	1,004.64	-657
2,846	0.00	2,276	0.00	570	2,434	0.00	411	Total COS- Comm	30,766	0.00	27,312	0.00	3,454	27,807	0.00	2,959
-2,745	0.00	-2,059	0.00	-686	-1,730	0.00	-1,016	Gross Margin- Comm	-29,373	0.00	-23,665	0.00	-5,707	-23,875	0.00	-5,498
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,145	0.00	1,200	0.00	-55	1,100	0.00	45
656	0.00	284	0.00	372	656	0.00	0	Equipment Maintenance	8,213	0.00	3,408	0.00	4,805	4,114	0.00	4,099
756	0.00	384	0.00	372	756	0.00	0	Total Operating - Comm	9,358	0.00	4,608	0.00	4,750	5,214	0.00	4,144
3,501	0.00	2,443	0.00	1,058	2,486	0.00	1,016	N.I.- Comm Dept	38,731	0.00	28,273	0.00	10,457	29,090	0.00	9,641

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	169	1.73	-169	383	3.40	-383	Laundry/Valet	405	0.36	2,836	1.91	-2,432	2,406	1.53	-2,002
278	3.77	75	0.77	203	0	0.00	278	Vending	2,754	2.42	2,350	1.58	404	1,984	1.26	769
0	0.00	0	0.00	0	0	0.00	0	Interest Income	0	0.00	0	0.00	0	732	0.47	-732
0	0.00	0	0.00	0	0	0.00	0	Forfeiture Income	0	0.00	0	0.00	0	50	0.03	-50
60	0.81	0	0.00	60	0	0.00	60	Miscellaneous	2,356	2.07	0	0.00	2,356	169	0.11	2,187
549	7.46	3,402	34.87	-2,854	2,791	24.77	-2,242	Late Cancellation Income	27,468	24.14	57,129	38.49	-29,661	51,045	32.46	-23,577
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	600	0.53	0	0.00	600	392	0.25	208
4,032	54.79	3,914	40.12	117	3,914	34.75	117	Space Rental	47,324	41.59	46,972	31.65	352	45,946	29.21	1,378
0	0.00	627	6.43	-627	1,470	13.05	-1,470	Tax Discounts Earned	5,301	4.66	10,534	7.10	-5,233	12,615	8.02	-7,313
1,539	20.92	1,568	16.08	-29	0	0.00	1,539	Market Sales	20,642	18.14	28,612	19.28	-7,969	0	0.00	20,642
901	12.24	0	0.00	901	0	0.00	901	Market Sales- Beer/Wine	6,939	6.10	0	0.00	6,939	0	0.00	6,939
0	0.00	0	0.00	0	1,814	16.10	-1,814	Pavillion Pantry	0	0.00	0	0.00	0	29,736	18.91	-29,736
0	0.00	0	0.00	0	893	7.93	-893	Pavilion Pantry Wine/Beer	0	0.00	0	0.00	0	12,196	7.75	-12,196
7,358	100.00	9,756	100.00	-2,398	11,265	100.00	-3,906	Total Miscellaneous Revenues	113,789	100.00	148,433	100.00	-34,644	157,271	100.00	-43,482
COSales- Miscellaneous																
0	0.00	152	90.00	-152	83	21.62	-83	COS-Laundry/Valet	489	120.82	2,553	90.00	-2,064	2,002	83.21	-1,513
1,614	104.86	784	50.00	830	0	0.00	1,614	COS- Market	12,762	61.82	14,306	50.00	-1,544	0	0.00	12,762
0	0.00	0	0.00	0	1,523	13.52	-1,523	COGS- Pavilion Pantry	0	0.00	0	0.00	0	22,521	14.32	-22,521
1,614	21.94	936	9.60	678	1,606	14.26	8	Total COS- Miscellaneous	13,250	11.64	16,858	11.36	-3,608	24,523	15.59	-11,273
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00	0	Banquet Setup Service Charge- Payout	43	0.04	0	0.00	43	0	0.00	43
5,744	78.06	8,820	90.40	-3,076	9,659	85.74	-3,915	Total Miscellaneous Profit	100,496	88.32	131,575	88.64	-31,078	132,748	84.41	-32,252

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
7,304	4.63	8,787	2.16	-1,483	6,402	1.46	903	General Manager	92,541	3.30	103,741	1.48	-11,200	92,224	1.30	317
3,720	2.36	4,156	1.02	-436	3,433	0.78	287	Assistant General Manager	41,344	1.47	48,834	0.70	-7,490	43,909	0.62	-2,565
0	0.00	994	0.24	-994	898	0.20	-898	Security	2,263	0.08	11,736	0.17	-9,473	9,452	0.13	-7,189
1,101	0.70	1,059	0.26	42	1,192	0.27	-91	Payroll Taxes	11,865	0.42	13,080	0.19	-1,215	13,024	0.18	-1,159
1,392	0.88	1,700	0.42	-308	1,408	0.32	-16	Employee Benefits	16,150	0.58	20,400	0.29	-4,250	20,429	0.29	-4,279
-935	-0.59	0	0.00	-935	955	0.22	-1,891	Vacation /PTO	28,220	1.00	0	0.00	28,220	8,955	0.13	19,266
1,161	0.74	0	0.00	1,161	1,138	0.26	23	Holiday	4,544	0.16	0	0.00	4,544	3,956	0.06	588
0	0.00	0	0.00	0	250	0.06	-250	Bonus/Incentive Pay	1,919	0.07	7,800	0.11	-5,881	6,582	0.09	-4,664
13,742	8.70	16,696	4.11	-2,954	15,675	3.57	-1,933	Total P/R & R/B- A&G	198,847	7.08	205,591	2.94	-6,744	198,532	2.79	315
Operating Expenses- A&G																
480	0.30	2,800	0.69	-2,320	3,949	0.90	-3,469	Employee Relations	2,329	0.08	9,750	0.14	-7,421	11,426	0.16	-9,097
4,000	2.53	2,000	0.49	2,000	2,000	0.46	2,000	Accounting Fees	26,000	0.93	24,000	0.34	2,000	24,000	0.34	2,000
922	0.58	1,000	0.25	-78	701	0.16	221	Data Processing	11,033	0.39	12,000	0.17	-967	11,312	0.16	-279
207	0.13	300	0.07	-93	588	0.13	-380	Office Supplies	2,995	0.11	5,200	0.07	-2,205	6,095	0.09	-3,100
86	0.05	90	0.02	-4	0	0.00	86	Muzak	1,182	0.04	1,080	0.02	102	848	0.01	333
866	0.55	100	0.02	766	28	0.01	838	Travel & Lodging	1,224	0.04	3,000	0.04	-1,776	3,278	0.05	-2,054
300	0.19	50	0.01	250	0	0.00	300	Meals and Entertainment	315	0.01	700	0.01	-385	686	0.01	-371
0	0.00	75	0.02	-75	75	0.02	-75	Telephone	113	0.00	900	0.01	-787	600	0.01	-487
0	0.00	650	0.16	-650	0	0.00	0	Licenses and Permits	4,547	0.16	5,345	0.08	-798	4,098	0.06	449
168	0.11	155	0.04	13	323	0.07	-154	Postage	1,364	0.05	1,860	0.03	-496	2,344	0.03	-980
0	0.00	100	0.02	-100	0	0.00	0	Recruitment	1,172	0.04	1,200	0.02	-28	1,427	0.02	-255
0	0.00	120	0.03	-120	170	0.04	-170	Employment Screening/ Drug Testing	1,293	0.05	1,440	0.02	-147	2,098	0.03	-805
0	0.00	0	0.00	0	0	0.00	0	Training	765	0.03	1,700	0.02	-935	60	0.00	705
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	106	0.00	0	0.00	106	139	0.00	-33
150	0.09	150	0.04	0	150	0.03	0	Dues/Subscriptions	4,220	0.15	3,075	0.04	1,145	4,014	0.06	206
3,810	2.41	12,404	3.05	-8,594	14,406	3.28	-10,596	Credit Card Commissions	58,724	2.09	213,633	3.05	-154,909	222,880	3.14	-164,156
37	0.02	0	0.00	37	642	0.15	-604	Cash Over/Short	5,126	0.18	0	0.00	5,126	-1,870	-0.03	6,996
225	0.14	300	0.07	-75	292	0.07	-67	Equipment Rental	3,233	0.12	3,600	0.05	-367	3,655	0.05	-422
565	0.36	850	0.21	-285	1,080	0.25	-515	Payroll Services	7,754	0.28	10,350	0.15	-2,596	10,146	0.14	-2,392
1,143	0.72	1,535	0.38	-392	1,470	0.33	-327	Bank Charges	14,603	0.52	18,420	0.26	-3,817	18,173	0.26	-3,569
356	0.23	0	0.00	356	1,696	0.39	-1,340	Chargebacks	6,241	0.22	0	0.00	6,241	6,741	0.09	-500
0	0.00	0	0.00	0	0	0.00	0	Sales Tax Variance	0	0.00	0	0.00	0	-193	0.00	193
3,342	2.12	2,908	0.72	434	4,885	1.11	-1,543	Workers Comp Insurance	27,091	0.96	38,262	0.55	-11,171	38,997	0.55	-11,907
16,657	10.55	25,587	6.29	-8,930	32,455	7.39	-15,797	Total Operating- A&G	181,429	6.46	355,515	5.08	-174,086	370,954	5.22	-189,525
30,400	19.25	42,283	10.40	-11,884	48,130	10.96	-17,730	Total Expenses- A&G	380,276	13.54	561,106	8.01	-180,830	569,486	8.01	-189,209

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SALES DEPARTMENT																
SALES																
P/R & R/B																
5,507	3.49	8,892	2.19	-3,385	5,026	1.14		481 Director of Sales	69,893	2.49	103,972	1.49	-34,079	92,660	1.30	-22,767
0	0.00	5,606	1.38	-5,606	4,398	1.00		-4,398 Sales Manager	13,791	0.49	65,708	0.94	-51,917	57,413	0.81	-43,622
695	0.44	1,736	0.43	-1,041	1,442	0.33		-747 Revenue Management	10,607	0.38	20,832	0.30	-10,225	18,561	0.26	-7,954
0	0.00	172	0.04	-172	0	0.00		0 E Commerce Management	516	0.02	2,066	0.03	-1,549	0	0.00	516
0	0.00	6,177	1.52	-6,177	4,500	1.03		-4,500 Sales Coordinator	15,518	0.55	72,404	1.03	-56,886	62,457	0.88	-46,938
578	0.37	1,626	0.40	-1,048	1,560	0.36		-982 Payroll Taxes	9,203	0.33	19,943	0.28	-10,740	19,193	0.27	-9,991
1,134	0.72	2,450	0.60	-1,316	1,933	0.44		-799 Employee Benefits	16,413	0.58	29,400	0.42	-12,987	25,534	0.36	-9,121
-115	-0.07	0	0.00	-115	3,382	0.77		-3,496 Vacation / PTO	17,373	0.62	0	0.00	17,373	15,441	0.22	1,932
600	0.38	0	0.00	600	1,818	0.41		-1,218 Holiday	2,949	0.11	0	0.00	2,949	6,320	0.09	-3,371
258	0.16	0	0.00	258	156	0.04		101 Bonus/Incentive Pay	6,379	0.23	12,000	0.17	-5,621	13,871	0.20	-7,492
8,657	5.48	26,659	6.56	-18,002	24,216	5.52		-15,559 Total P/R & R/B- Sales	162,642	5.79	326,324	4.66	-163,682	311,450	4.38	-148,808
Operating Expenses- Sales																
0	0.00	50	0.01	-50	0	0.00		0 Printing & Stationary	0	0.00	600	0.01	-600	408	0.01	-408
45	0.03	189	0.05	-144	482	0.11		-437 Office Supplies	1,075	0.04	3,068	0.04	-1,993	3,832	0.05	-2,757
0	0.00	75	0.02	-75	126	0.03		-126 Travel & Lodging	89	0.00	1,900	0.03	-1,811	2,198	0.03	-2,109
0	0.00	100	0.02	-100	0	0.00		0 Meals & Entertainment	275	0.01	1,200	0.02	-925	1,198	0.02	-923
111	0.07	1,500	0.37	-1,389	787	0.18		-676 Promotions	1,758	0.06	14,500	0.21	-12,742	12,271	0.17	-10,513
0	0.00	150	0.04	-150	150	0.03		-150 Telephone	300	0.01	1,800	0.03	-1,500	1,600	0.02	-1,300
0	0.00	0	0.00	0	0	0.00		0 Postage	0	0.00	0	0.00	0	9	0.00	-9
0	0.00	0	0.00	0	175	0.04		-175 Sales Training	37	0.00	750	0.01	-713	1,240	0.02	-1,203
132	0.08	0	0.00	132	0	0.00		132 Dues & Subscriptions	9,951	0.35	10,349	0.15	-398	9,445	0.13	507
0	0.00	0	0.00	0	0	0.00		0 Trade Show	0	0.00	1,000	0.01	-1,000	21	0.00	-21
0	0.00	0	0.00	0	0	0.00		0 Outdoor Advertising	2,400	0.09	2,400	0.03	0	4,237	0.06	-1,837
0	0.00	0	0.00	0	200	0.05		-200 e Commerce Costs	250	0.01	0	0.00	250	3,386	0.05	-3,136
542	0.34	1,000	0.25	-458	575	0.13		-33 Brand Paid Search	7,260	0.26	12,600	0.18	-5,340	12,072	0.17	-4,812
0	0.00	150	0.04	-150	0	0.00		0 Internet Advertising	0	0.00	1,800	0.03	-1,800	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Program Costs	0	0.00	725	0.01	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Collateral	83	0.00	300	0.00	-217	0	0.00	83
830	0.53	3,214	0.79	-2,384	2,495	0.57		-1,665 Total Operating- Sales	23,480	0.84	52,992	0.76	-29,512	51,915	0.73	-28,435
9,487	6.01	29,873	7.35	-20,386	26,711	6.08		-17,224 Total Expenses-Sales	186,122	6.63	379,316	5.42	-193,194	363,365	5.11	-177,243

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
4,189	2.14	4,374	1.81	-185	3,409	1.27	781	Chief Engineer	45,487	1.77	51,515	1.27	-6,028	44,151	1.10	1,336
2,400	1.23	6,645	2.75	-4,245	4,434	1.65	-2,034	General Maintenance	32,414	1.26	78,455	1.94	-46,041	62,722	1.57	-30,308
629	0.32	815	0.34	-186	900	0.33	-271	Payroll Taxes	7,408	0.29	9,618	0.24	-2,210	9,451	0.24	-2,043
-4	0.00	189	0.08	-193	112	0.04	-116	Employee Benefits	1,394	0.05	2,268	0.06	-874	1,892	0.05	-498
892	0.46	0	0.00	892	861	0.32	31	Holiday	3,028	0.12	0	0.00	3,028	2,669	0.07	360
-141	-0.07	0	0.00	-141	374	0.14	-516	Vacation /PTO	14,182	0.55	0	0.00	14,182	624	0.02	13,558
0	0.00	0	0.00	0	2,240	0.83	-2,240	Contract Labor	3,444	0.13	0	0.00	3,444	13,230	0.33	-9,787
7,965	4.07	12,023	4.98	-4,058	12,330	4.59	-4,364	Total P/R & Related Expenses- Maintenance	107,356	4.19	141,856	3.50	-34,500	134,739	3.37	-27,383
Operating Expenses- R & M																
15	0.01	150	0.06	-135	118	0.04	-103	Auto Expense	579	0.02	2,700	0.07	-2,121	2,787	0.07	-2,208
586	0.30	169	0.07	417	0	0.00	586	Laundry Equipment	2,982	0.12	2,836	0.07	146	9,023	0.23	-6,042
61	0.03	425	0.18	-364	51	0.02	10	Building Maintenance	1,145	0.04	5,100	0.13	-3,955	5,031	0.13	-3,886
208	0.11	200	0.08	8	72	0.03	136	Light Bulbs	1,683	0.07	3,445	0.09	-1,762	3,973	0.10	-2,290
0	0.00	200	0.08	-200	50	0.02	-50	Electrical & Mechanical	461	0.02	3,080	0.08	-2,619	3,249	0.08	-2,788
44	0.02	300	0.12	-256	58	0.02	-14	HVAC	1,865	0.07	5,750	0.14	-3,885	5,700	0.14	-3,835
85	0.04	500	0.21	-415	692	0.26	-608	Plumbing & Boiler	5,255	0.20	5,500	0.14	-245	6,382	0.16	-1,127
0	0.00	125	0.05	-125	-138	-0.05	138	Pool	1,837	0.07	1,500	0.04	337	1,611	0.04	226
576	0.29	1,765	0.73	-1,189	1,390	0.52	-814	Grounds & Landscaping	10,352	0.40	21,180	0.52	-10,828	23,026	0.58	-12,674
0	0.00	641	0.27	-641	865	0.32	-865	Interior Plants	1,966	0.08	7,692	0.19	-5,726	7,856	0.20	-5,889
0	0.00	0	0.00	0	0	0.00	0	Signage	0	0.00	0	0.00	0	127	0.00	-127
0	0.00	250	0.10	-250	169	0.06	-169	Furniture & Fixtures	839	0.03	4,800	0.12	-3,961	5,411	0.14	-4,572
24	0.01	260	0.11	-236	104	0.04	-80	Painting	879	0.03	2,750	0.07	-1,871	2,487	0.06	-1,608
1,012	0.52	0	0.00	1,012	64	0.02	949	Carpet & Floor	6,365	0.25	6,500	0.16	-135	9,826	0.25	-3,461
0	0.00	100	0.04	-100	0	0.00	0	Kitchen Equipment	0	0.00	3,200	0.08	-3,200	4,278	0.11	-4,278
0	0.00	100	0.04	-100	307	0.11	-307	Locks & Keys	3,486	0.14	2,750	0.07	736	4,322	0.11	-837
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	-220	-0.01	0	0.00	-220	1,305	0.03	-1,525
269	0.14	340	0.14	-71	335	0.12	-66	Exterminating	3,179	0.12	4,080	0.10	-901	4,324	0.11	-1,145
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	2,090	0.08	0	0.00	2,090	0	0.00	2,090
0	0.00	0	0.00	0	0	0.00	0	Equipment Rental	0	0.00	0	0.00	0	162	0.00	-162
0	0.00	0	0.00	0	0	0.00	0	Uniforms- R & M	383	0.01	0	0.00	383	0	0.00	383
0	0.00	300	0.12	-300	2,216	0.82	-2,216	Fire & Safety	5,835	0.23	9,200	0.23	-3,365	13,939	0.35	-8,104
417	0.21	395	0.16	22	940	0.35	-523	Elevator	6,859	0.27	4,740	0.12	2,119	6,794	0.17	65
3,297	1.68	6,220	2.58	-2,923	7,293	2.71	-3,997	Total Operating - R & M	57,820	2.25	96,803	2.39	-38,983	121,613	3.04	-63,793
11,262	5.75	18,243	7.56	-6,982	19,623	7.30	-8,361	Total Expenses- R & M	165,176	6.44	238,659	5.89	-73,483	256,352	6.41	-91,176

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For Property: HGI Atlanta Alpharetta

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
12,432	6.35	12,900	5.35	-468	12,032	4.48		401 Electricity	147,693	5.76	162,694	4.02	-15,001	162,043	4.05	-14,350
1,838	0.94	2,238	0.93	-400	1,890	0.70		-52 Gas	14,987	0.58	20,470	0.51	-5,483	21,088	0.53	-6,101
4,324	2.21	3,315	1.37	1,009	4,730	1.76		-406 Water & Sewer	39,464	1.54	59,303	1.46	-19,839	60,223	1.51	-20,759
617	0.32	675	0.28	-58	905	0.34		-288 Waste Removal	7,655	0.30	8,100	0.20	-445	8,171	0.20	-516
19,211	9.81	19,128	7.93	83	19,557	7.28	-345	Total Expenses- Utilities	209,798	8.18	250,567	6.18	-40,769	251,524	6.29	-41,725

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
7,715	5.76	18,248	5.56	-10,533	19,125	5.54	-11,410	Franchise Fees/ Royalties	137,252	5.58	333,223	5.55	-195,971	336,236	5.56	-198,984
6,089	4.55	14,432	4.40	-8,343	14,952	4.33	-8,863	Advertising	107,364	4.36	263,549	4.39	-156,185	262,742	4.34	-155,378
6,471	4.83	9,700	2.95	-3,229	9,398	2.72	-2,926	Frequent Traveler	57,118	2.32	162,878	2.71	-105,761	162,239	2.68	-105,121
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	220	0.01	0	0.00	220	973	0.02	-753
180	0.13	0	0.00	180	0	0.00	180	Other Franchise Cost	408	0.02	0	0.00	408	1,730	0.03	-1,322
20,455	15.27	42,380	12.91	-21,925	43,475	12.60	-23,020	Total Franchise Fees Expense	302,362	12.29	759,650	12.66	-457,288	763,921	12.62	-461,559

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,947	2.50	10,167	2.50	-6,220	10,976	2.50	-7,029	Management Fees	70,210	2.50	175,109	2.50	-104,899	177,690	2.50	-107,480
11,012	6.97	0	0.00	11,012	0	0.00	11,012	Management Fees- Owner	26,254	0.93	0	0.00	26,254	0	0.00	26,254
14,959	9.47	10,167	2.50	4,792	10,976	2.50	3,983	Total Management Fees Expense	96,464	3.43	175,109	2.50	-78,645	177,690	2.50	-81,226

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
59,211	37.50	59,211	14.57	0	56,084	12.77	3,127	Ground Lease	705,783	25.13	704,198	10.06	1,585	685,351	9.64	20,432
27,079	17.15	25,024	6.16	2,055	-315,991	-71.97	343,070	FF & E Reserve	324,947	11.57	300,288	4.29	24,659	0	0.00	324,947
1,911	1.21	933	0.23	978	0	0.00	1,911	Van Lease	8,549	0.30	11,196	0.16	-2,647	5,948	0.08	2,601
30,601	19.38	30,602	7.53	0	-12,049	-2.74	42,650	Real Estate Tax	367,218	13.08	367,218	5.25	0	301,320	4.24	65,898
1,326	0.84	1,326	0.33	0	-6,294	-1.43	7,620	Personal Property Tax	16,176	0.58	15,910	0.23	266	13,244	0.19	2,932
7,924	5.02	6,939	1.71	985	8,164	1.86	-240	Insurance	86,320	3.07	83,098	1.19	3,222	91,242	1.28	-4,923
128,053	81.10	124,035	30.51	4,018	-270,086	-61.52	398,139	TOTAL FIXED EXPENSES	1,508,993	53.73	1,481,908	21.17	27,085	1,097,106	15.44	411,887

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Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	350	0.08	-350	Owners Expense	12,141	0.43	0	0.00	12,141	13,824	0.19	-1,683
89,189	56.49	0	0.00	89,189	55,225	12.58	33,964	Depreciation	1,070,268	38.11	0	0.00	1,070,268	1,036,304	14.58	33,964
6,954	4.40	0	0.00	6,954	8,628	1.97	-1,674	Amortization Expense	83,448	2.97	0	0.00	83,448	85,122	1.20	-1,674
83,500	52.88	83,429	20.52	71	83,431	19.00	69	Interest Expense	1,000,557	35.63	1,001,144	14.30	-588	1,007,744	14.18	-7,188
16,819	10.65	4,094	1.01	12,725	4,390	1.00	12,429	Asset Management Fee	28,086	1.00	70,363	1.01	-42,277	71,077	1.00	-42,991
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-933	-0.03	0	0.00	-933	0	0.00	-933
0	0.00	0	0.00	0	-22,992	-5.24	22,992	Extraordinary Expenses	7,592	0.27	0	0.00	7,592	0	0.00	7,592
0	0.00	0	0.00	0	23,885	5.44	-23,885	GB 1 YE AJE	0	0.00	0	0.00	0	23,885	0.34	-23,885
0	0.00	0	0.00	0	27,268	6.21	-27,268	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	27,268	0.38	-27,268
196,462	124.42	87,522	21.53	108,939	180,184	41.04	16,277	Total Other	2,201,158	78.38	1,071,507	15.31	1,129,651	2,265,223	31.87	-64,065

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Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport
 For Property: HGI San Antonio Airport
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,627		3,627		0	3,627		0	Total Rooms Available	42,822		42,822		0	42,705		117
1,509		2,508		-999	2,569		-1,060	Total Rooms Sold	18,463		34,474		-16,011	31,893		-13,430
41.60%		69.15%		-27.54%	70.83%		-29.23%	Occupancy %	43.12%		80.51%		-37.39%	74.68%		-31.57%
66.90		83.19		-16.29	84.24		-17.35	Average Rate	81.27		93.70		-12.43	96.46		-15.19
27.83		57.52		-29.69	59.67		-31.84	REVPAR	35.04		75.43		-40.39	72.04		-37.00
REVENUES																
100,949	86.74	208,635	85.82	-107,686	216,422	89.43	-115,473	ROOMS	1,500,441	87.71	3,230,233	87.56	-1,729,792	3,076,415	88.02	-1,575,974
7,741	6.65	22,883	9.41	-15,143	16,828	6.95	-9,088	FOOD	127,499	7.45	300,017	8.13	-172,518	272,713	7.80	-145,214
3,166	2.72	5,894	2.42	-2,727	4,938	2.04	-1,771	BEVERAGE	42,239	2.47	81,014	2.20	-38,775	77,194	2.21	-34,955
4,531	3.89	5,688	2.34	-1,156	3,821	1.58	710	MISCELLANEOUS	40,507	2.37	77,883	2.11	-37,376	68,951	1.97	-28,444
116,388	100.00	243,100	100.00	-126,712	242,009	100.00	-125,622	TOTAL REVENUES	1,710,686	100.00	3,689,147	100.00	-1,978,461	3,495,274	100.00	-1,784,588
DEPARTMENT EXPENSES																
34,814	34.49	59,069	28.31	-24,255	68,179	31.50	-33,365	ROOMS EXPENSE	460,121	30.67	751,777	23.27	-291,656	733,511	23.84	-273,389
9,774	126.27	24,666	107.79	-14,892	24,971	148.39	-15,197	FOOD EXPENSE	157,637	123.64	306,051	102.01	-148,414	293,782	107.73	-136,145
4,851	153.21	3,390	57.53	1,461	3,160	63.99	1,692	BEVERAGE EXPENSE	37,695	89.24	44,815	55.32	-7,120	41,080	53.22	-3,385
294	6.48	1,492	26.24	-1,198	1,825	47.77	-1,531	MISCELLANEOUS EXPENSE	13,225	32.65	20,512	26.34	-7,287	20,544	29.79	-7,319
49,733	42.73	88,617	36.45	-38,885	98,135	40.55	-48,402	TOTAL DEPARTMENTAL EXPENSES	668,678	39.09	1,123,155	30.44	-454,477	1,088,917	31.15	-420,238
DEPARTMENTAL PROFIT																
66,135	65.51	149,567	71.69	-83,431	148,243	68.50	-82,108	ROOMS PROFIT	1,040,320	69.33	2,478,456	76.73	-1,438,136	2,342,904	76.16	-1,302,585
-2,033	-26.27	-1,783	-7.79	-250	-8,143	-48.39	6,110	FOOD PROFIT	-30,138	-23.64	-6,034	-2.01	-24,103	-21,069	-7.73	-9,069
-1,685	-53.21	2,503	42.47	-4,188	1,778	36.01	-3,463	BEVERAGE PROFIT	4,544	10.76	36,199	44.68	-31,655	36,114	46.78	-31,570
4,238	93.52	4,195	73.76	42	1,996	52.23	2,242	MISCELLANEOUS PROFIT	27,282	67.35	57,371	73.66	-30,089	48,408	70.21	-21,126
66,655	57.27	154,482	63.55	-87,827	143,874	59.45	-77,220	TOTAL DEPARTMENTAL PROFIT	1,042,008	60.91	2,565,992	69.56	-1,523,984	2,406,357	68.85	-1,364,349
24,683	21.21	29,341	12.07	-4,658	33,391	13.80	-8,708	A & G EXPENSE	278,011	16.25	365,643	9.91	-87,632	377,697	10.81	-99,686
1,932	1.66	1,888	0.78	44	3,030	1.25	-1,099	TELECOM	26,670	1.56	22,388	0.61	4,282	25,437	0.73	1,232
7,331	6.30	10,995	4.52	-3,664	9,315	3.85	-1,984	SALES & MARKETING EXPENSES	93,129	5.44	149,708	4.06	-56,579	123,117	3.52	-29,988
13,005	11.17	29,909	12.30	-16,904	29,302	12.11	-16,297	FRANCHISE FEES	195,957	11.45	446,630	12.11	-250,673	416,862	11.93	-220,906
9,118	7.83	16,977	6.98	-7,859	19,074	7.88	-9,956	MAINTENANCE EXPENSES	122,103	7.14	206,093	5.59	-83,990	199,236	5.70	-77,133
12,152	10.44	10,341	4.25	1,811	9,986	4.13	2,166	UTILITIES EXPENSE	146,832	8.58	168,389	4.56	-21,557	160,800	4.60	-13,968
68,221	58.62	99,451	40.91	-31,230	104,099	43.01	-35,878	TOTAL ADMIN EXPENSES	862,701	50.43	1,358,851	36.83	-496,150	1,303,149	37.28	-440,449
-1,566	-1.35	55,031	22.64	-56,597	39,775	16.44	-41,341	HOUSE PROFIT	179,307	10.48	1,207,141	32.72	-1,027,833	1,103,208	31.56	-923,901
FIXED EXPENSES																
13,916	11.96	6,081	2.50	7,835	6,032	2.49	7,884	MANAGEMENT FEES	69,014	4.03	92,280	2.50	-23,267	87,405	2.50	-18,391
67,148	57.69	63,033	25.93	4,115	-63,802	-26.36	130,951	FIXED EXPENSES	788,971	46.12	784,683	21.27	4,288	597,575	17.10	191,396

-82,630	-71.00	-14,083	-5.79	-68,547	97,545	40.31	-180,176 NET OPERATING INCOME	-678,677	-39.67	330,178	8.95	-1,008,855	418,228	11.97	-1,096,905
80,873	69.49	25,226	10.38	55,648	295,916	122.27	-215,043 Other	866,678	50.66	309,823	8.40	556,855	1,220,613	34.92	-353,935
-163,503	-140.48	-39,309	-16.17	-124,195	-198,370	-81.97	34,867 N.I. after Other	-1,545,355	-90.34	20,354	0.55	-1,565,709	-802,385	-22.96	-742,970
-116,785		-39,309		-77,477	-162,463		45,678 Cash before Depreciation/Amortization	-984,739		20,354		-1,005,093	-252,580		-732,159

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
10,129	10.03	79,202	37.96	-69,073	75,204	34.75	-65,074	Rack/ Premium	478,422	31.89	1,103,700	34.17	-625,278	1,178,796	38.32	-700,374
1,046	1.04	18,458	8.85	-17,412	17,224	7.96	-16,178	Corporate	120,658	8.04	302,466	9.36	-181,808	269,849	8.77	-149,191
57,092	56.56	48,252	23.13	8,840	54,033	24.97	3,059	Discounts - Other	509,503	33.96	551,805	17.08	-42,302	863,979	28.08	-354,476
267	0.26	6,370	3.05	-6,103	473	0.22	-206	Government	9,718	0.65	103,437	3.20	-93,719	34,960	1.14	-25,242
6,109	6.05	19,060	9.14	-12,951	34,132	15.77	-28,023	Locally Negotiated Rate	152,901	10.19	462,625	14.32	-309,723	375,452	12.20	-222,551
-141	-0.14	0	0.00	-141	-2,769	-1.28	2,628	Allowances	-13,122	-0.87	0	0.00	-13,122	-52,378	-1.70	39,256
74,502	73.80	171,343	82.13	-96,841	178,297	82.38	-103,795	Total Transient Revenue	1,258,080	83.85	2,524,033	78.14	-1,265,953	2,670,657	86.81	-1,412,578
25,404	25.17	30,596	14.67	-5,192	26,058	12.04	-654	Crew (Air)	202,096	13.47	387,051	11.98	-184,955	130,404	4.24	71,692
25,404	25.17	30,596	14.67	-5,192	26,058	12.04	-654	Total Base Revenues	202,096	13.47	387,051	11.98	-184,955	130,404	4.24	71,692
867	0.86	6,696	3.21	-5,829	11,787	5.45	-10,920	Group- Corporate	37,692	2.51	319,149	9.88	-281,457	260,385	8.46	-222,693
867	0.86	6,696	3.21	-5,829	11,787	5.45	-10,920	Total Group Revenue	37,692	2.51	319,149	9.88	-281,457	260,385	8.46	-222,693
177	0.17	0	0.00	177	280	0.13	-104	Guaranteed No-Show	2,573	0.17	0	0.00	2,573	14,969	0.49	-12,396
100,949	100.00	208,635	100.00	-107,686	216,422	100.00	-115,473	Total Rooms Revenue	1,500,441	100.00	3,230,233	100.00	-1,729,792	3,076,415	100.00	-1,575,974
ROOM STATISTICS																
122	8	828	33	-706	718	28	-596	Rack/ Premium Rooms	4,831	26	9,931	29	-5,100	10,412	33	-5,581
14	1	201	8	-187	190	7	-176	Corporate Rooms	1,399	8	3,103	9	-1,704	2,723	9	-1,324
907	60	652	26	255	618	24	289	Discounts - Other Rooms	6,776	37	6,363	18	413	9,089	28	-2,313
3	0	50	2	-47	4	0	-1	Government Rooms	84	0	814	2	-730	281	1	-197
66	4	201	8	-135	503	20	-437	Locally Negotiated Corporate Rooms	2,004	11	4,634	13	-2,630	4,857	15	-2,853
1,112	74	1,931	77	-819	2,033	79	-921	Total Transient Stats	15,094	82	24,844	72	-9,750	27,362	86	-12,268
366	24	502	20	-136	425	17	-59	Crew (Air) Stats	2,969	16	6,345	18	-3,376	2,125	7	844
366	24	502	20	-136	425	17	-59	Total Crew Stats	2,969	16	6,345	18	-3,376	2,125	7	844
31	2	75	3	-44	111	4	-80	Group- Corporate Rooms	400	2	3,285	10	-2,885	2,444	8	-2,044
31	2	75	3	-44	111	4	-80	Total Group Stats	400	2	3,285	10	-2,885	2,444	8	-2,044
1,509	100	2,508	100	-999	2,569	100	-1,060	TOTAL ROOM STATISTICS	18,463	100	34,474	100	-16,011	31,931	100	-13,468
Other Room Stats																
5	0	0	0	5	0	0		5 Comp Rooms	10	0	0	0	10	38	0	-28
389	26	0	0	389	577	22	-188	Multiple Occupancy	4,280	23	0	0	4,280	9,303	29	-5,023
161	11	0	0	161	48	2	113	Out of Order Rooms	1,512	8	0	0	1,512	573	2	939
1,958	130	0	0	1,958	3,312	129	-1,354	# of Guests	23,831	129	0	0	23,831	44,594	140	-20,763

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ADR																
83.03		95.70		-12.67	104.74		-21.71	Rack/Premium ADR	99.03		111.14		-12.10	113.22		-14.18
74.69		92.00		-17.30	90.65		-15.96	Corporate ADR	86.25		97.49		-11.24	99.10		-12.85
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
62.95		74.00		-11.05	87.43		-24.49	Discount ADR	75.19		86.73		-11.53	95.06		-19.87
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
89.00		127.00		-38.00	118.25		-29.25	Government ADR	115.69		127.00		-11.31	124.41		-8.72
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
92.56		95.00		-2.44	67.86		24.70	Local Negotiated ADR	76.30		99.84		-23.54	77.30		-1.00
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
67.00		88.73		-21.73	87.70		-20.70	Total Transient ADR	83.35		101.59		-18.24	97.60		-14.25
69.41		61.00		8.41	61.31		8.10	Crew ADR	68.07		61.00		7.07	61.37		6.70
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
27.97		89.00		-61.03	106.19		-78.22	Group - Corporate ADR	94.23		97.16		-2.93	106.54		-12.31
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
27.97		89.00		-61.03	106.19		-78.22	Total Group ADR	94.23		97.16		-2.93	106.54		-12.31

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Payroll & Related Expense																
5,095	3.38	5,613	2.24	-518	7,058	2.75	-1,963	FD/ Guest Service Reps	54,489	2.95	77,159	2.24	-22,670	90,566	2.84	-36,077
0	0.00	2,789	1.11	-2,789	1,910	0.74	-1,910	Executive Housekeeper	6,871	0.37	32,847	0.95	-25,976	29,714	0.93	-22,843
2,237	1.48	2,098	0.84	139	1,456	0.57	781	Asst Exec Housekeeper/ Inspectress	10,240	0.55	24,766	0.72	-14,526	13,504	0.42	-3,264
7,598	5.03	10,988	4.38	-3,390	10,916	4.25	-3,318	Housekeepers	83,223	4.51	151,032	4.38	-67,809	140,914	4.42	-57,691
0	0.00	2,636	1.05	-2,636	2,805	1.09	-2,805	Housemen	7,972	0.43	31,122	0.90	-23,150	29,335	0.92	-21,363
5,092	3.37	4,171	1.66	921	5,014	1.95	78	Van Drivers	49,437	2.68	49,247	1.43	190	36,277	1.14	13,161
1,283	0.85	2,515	1.00	-1,232	2,507	0.98	-1,224	Laundry	17,137	0.93	34,572	1.00	-17,435	36,983	1.16	-19,846
3,400	2.25	2,832	1.13	568	4,113	1.60	-713	Night Audit	33,635	1.82	33,437	0.97	198	40,230	1.26	-6,595
2,156	1.43	3,068	1.22	-912	3,459	1.35	-1,303	Payroll Taxes	22,927	1.24	38,043	1.10	-15,117	36,318	1.14	-13,392
589	0.39	1,536	0.61	-947	1,576	0.61	-987	Employee Benefits	9,800	0.53	18,432	0.53	-8,632	17,702	0.56	-7,902
-4,045	-2.68	1,014	0.40	-5,059	1,700	0.66	-5,744	Vacation /PTO	22,574	1.22	12,168	0.35	10,406	10,741	0.34	11,834
1,625	1.08	1,870	0.75	-245	2,857	1.11	-1,231	Holiday	5,788	0.31	6,545	0.19	-757	8,004	0.25	-2,216
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	3,274	0.10	-3,274
25,031	16.59	41,130	16.40	-16,099	45,370	17.66	-20,339	Total P/R & R/Benefits- Rooms	324,093	17.55	509,370	14.78	-185,277	493,562	15.48	-169,469
ROOMS DEPARTMENT																
OPERATING EXPENSE																
120	0.08	125	0.05	-5	146	0.06	-26	Newspapers	549	0.03	1,724	0.05	-1,174	1,602	0.05	-1,053
2,456	1.63	2,006	0.80	449	6,729	2.62	-4,273	Rooms- Promotion	19,313	1.05	27,579	0.80	-8,266	30,991	0.97	-11,678
-187	-0.12	0	0.00	-187	643	0.25	-829	Guest Transportation	1,117	0.06	0	0.00	1,117	5,363	0.17	-4,247
140	0.09	75	0.03	64	0	0.00	140	Laundry Supplies	2,013	0.11	1,034	0.03	979	631	0.02	1,382
0	0.00	1,379	0.55	-1,379	1,028	0.40	-1,028	Linen Supplies	7,237	0.39	18,961	0.55	-11,724	15,271	0.48	-8,034
1,943	1.29	1,954	0.78	-11	1,955	0.76	-12	Cable TV	20,881	1.13	23,448	0.68	-2,567	22,040	0.69	-1,159
411	0.27	435	0.17	-24	435	0.17	-25	HSIA Support	5,303	0.29	5,220	0.15	83	5,225	0.16	78
0	0.00	0	0.00	0	1,324	0.52	-1,324	Printing & Stationary	0	0.00	0	0.00	0	1,431	0.04	-1,431
-250	-0.17	903	0.36	-1,153	349	0.14	-599	Reservations Expense	1,682	0.09	12,411	0.36	-10,728	9,008	0.28	-7,326
1,255	0.83	2,884	1.15	-1,630	2,887	1.12	-1,633	Guest Room Supplies	21,754	1.18	39,645	1.15	-17,891	40,756	1.28	-19,002
999	0.66	677	0.27	322	957	0.37	42	Cleaning Supplies	7,959	0.43	9,308	0.27	-1,349	8,956	0.28	-997
419	0.28	326	0.13	93	435	0.17	-16	Ecolab Core Supplies	4,850	0.26	4,482	0.13	368	3,949	0.12	901
2,426	1.61	6,747	2.69	-4,321	5,766	2.24	-3,340	Travel Agents Commission	38,481	2.08	92,735	2.69	-54,254	84,393	2.65	-45,911
0	0.00	426	0.17	-426	155	0.06	-155	Uniforms	582	0.03	5,861	0.17	-5,279	5,534	0.17	-4,952
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	0	0.00	0	0.00	0	4,799	0.15	-4,799
53	0.03	0	0.00	53	0	0.00	53	COVID 19 Supplies	4,306	0.23	0	0.00	4,306	0	0.00	4,306
9,783	6.48	17,939	7.15	-8,155	22,809	8.88	-13,026	Total Operating - Rooms	136,028	7.37	242,407	7.03	-106,379	239,949	7.52	-103,921
34,814	23.07	59,069	23.55	-24,255	68,179	26.54	-33,365	Total Expenses- Rooms	460,121	24.92	751,777	21.81	-291,656	733,511	23.00	-273,389
66,135	43.83	149,567	59.64	-83,431	148,243	57.70	-82,108	Net Income- Rooms	1,040,320	56.35	2,478,456	71.89	-1,438,136	2,342,904	73.46	-1,302,585

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Food & Beverage Summary																
6,958	63.79	17,044	59.23	-10,086	14,043	64.52	-7,085	Total Food Sales	90,365	53.24	230,007	60.36	-139,642	204,517	58.45	-114,152
3,166	29.03	5,894	20.48	-2,727	4,938	22.69	-1,771	Total Beverage Sales	42,239	24.88	81,014	21.26	-38,775	77,194	22.06	-34,955
0	0.00	200	0.70	-200	0	0.00	0	Total Banquet A/V	530	0.31	3,100	0.81	-2,570	1,574	0.45	-1,044
783	7.18	5,639	19.60	-4,856	2,785	12.80	-2,002	Total Banquet Misc	36,604	21.56	66,910	17.56	-30,306	66,622	19.04	-30,018
10,907	100.00	28,777	100.00	-17,870	21,766	100.00	-10,859	Total F & B Sales	169,739	100.00	381,031	100.00	-211,292	349,908	100.00	-180,169
2,794	40.16	6,306	37.00	-3,512	6,356	45.26	-3,562	Food Cost	45,843	50.73	85,103	37.00	-39,259	88,130	43.09	-42,287
799	25.23	1,296	21.98	-497	1,043	21.12	-244	Beverage Costs	11,382	26.95	17,809	21.98	-6,427	15,950	20.66	-4,567
0	0.00	64	32.00	-64	19	0.00	-19	Banquet A/V Costs	121	22.85	992	32.00	-871	634	40.25	-512
3,593	32.94	7,666	26.64	-4,073	7,418	34.08	-3,825	Total F & B Costs	57,347	33.79	103,904	27.27	-46,557	104,713	29.93	-47,367
7,882	113.28	15,715	92.20	-7,833	14,846	105.72	-6,965	Food Wages	90,249	99.87	186,277	80.99	-96,028	169,552	82.90	-79,303
1,368	43.19	1,753	29.74	-385	1,461	29.58	-93	Beverage Wages	14,060	33.29	20,699	25.55	-6,639	18,059	23.39	-3,999
9,249	91.36	17,468	76.15	-8,219	16,307	85.91	-7,058	Total F & B Wages	104,309	78.66	206,976	66.55	-102,667	187,611	66.60	-83,302
-1,000	-9.87	2,020	8.81	-3,020	3,532	18.61	-4,531	F & B- P T & E B	17,541	13.23	23,964	7.70	-6,422	27,340	9.71	-9,799
8,250	75.64	19,488	67.72	-11,238	19,839	91.15	-11,589	TTL P/R and Benefits	121,851	71.79	230,940	60.61	-109,089	214,951	61.43	-93,101
441	6.34	902	5.29	-461	789	5.62	-347	Food Operating Expenses	6,815	7.54	13,752	5.98	-6,937	12,356	6.04	-5,541
2,341	73.92	0	0.00	2,341	0	0.00	2,341	Beverage Operating Expenses	9,207	21.80	2,270	2.80	6,937	2,316	3.00	6,890
2,782	25.51	902	3.14	1,880	789	3.62	1,993	Total F & B Operating Expenses	16,022	9.44	16,022	4.20	0	14,673	4.19	1,350
-3,718	-34.09	720	2.50	-4,438	-6,279	-28.85	2,561	Net F & B Income	-25,481	-15.01	30,165	7.92	-55,646	15,570	4.45	-41,051

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
4,029	52.05	8,653	37.81	-4,624	8,381	49.80	-4,352	Garden Grill Breakfast	47,787	37.48	118,935	39.64	-71,148	104,648	38.37	-56,861
2,749	35.52	5,141	22.47	-2,392	5,558	33.03	-2,808	Garden Grill Dinner	34,030	26.69	70,672	23.56	-36,642	70,661	25.91	-36,632
6,778	87.57	13,794	60.28	-7,016	13,938	82.83	-7,160	Total Garden Grill	81,817	64.17	189,607	63.20	-107,790	175,309	64.28	-93,493
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
179	2.32	3,000	13.11	-2,821	105	0.62	74	Banquet Lunch	8,049	6.31	37,400	12.47	-29,351	27,937	10.24	-19,888
0	0.00	250	1.09	-250	0	0.00	0	Banquet Breaks	500	0.39	3,000	1.00	-2,500	1,271	0.47	-771
179	2.32	3,250	14.20	-3,071	105	0.62	74	Total Banquets	8,549	6.70	40,400	13.47	-31,851	29,208	10.71	-20,659
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
6,958	89.89	17,044	74.48	-10,086	14,043	83.45	-7,085	Net Food Revenue	90,365	70.88	230,007	76.66	-139,642	204,517	74.99	-114,152
600	7.75	4,000	17.48	-3,400	2,200	13.07	-1,600	Banquet Room Rental	27,299	21.41	47,000	15.67	-19,701	39,668	14.55	-12,368
0	0.00	200	0.87	-200	0	0.00	0	Banquet A/V	530	0.42	3,100	1.03	-2,570	1,574	0.58	-1,044
0	0.00	0	0.00	0	0	0.00	0	Banquet Miscellaneous	700	0.55	0	0.00	700	0	0.00	700
183	2.36	1,639	7.16	-1,456	585	3.48	-402	F & B Service Charges	8,605	6.75	19,910	6.64	-11,305	26,954	9.88	-18,350
783	10.11	5,839	25.52	-5,056	2,785	16.55	-2,002	Total Banquets Other	37,134	29.12	70,010	23.34	-32,876	68,196	25.01	-31,062
7,741	100.00	22,883	100.00	-15,143	16,828	100.00	-9,088	Total Food Revenues	127,499	100.00	300,017	100.00	-172,518	272,713	100.00	-145,214

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Cost of Goods Sold																
2,794	40.16	6,306	37.00	-3,512	6,356	45.26	-3,562	Cost of Sales - Food	45,843	50.73	85,103	37.00	-39,259	88,130	43.09	-42,287
0	0.00	64	0.32	-64	19	0.00	-19	Cost of Sales- Banquet A/V	121	0.23	992	0.32	-871	634	0.40	-512
2,794	40.16	6,370	37.38	-3,576	6,375	45.39	-3,581	Total Cost of Good Sold	45,964	50.87	86,095	37.43	-40,130	88,764	43.40	-42,799
Food Payroll																
0	0.00	3,409	14.90	-3,409	2,821	16.76	-2,821	Restaurant Supervisor	10,792	8.46	40,248	13.42	-29,456	37,348	13.70	-26,557
2,079	26.86	4,214	18.42	-2,135	3,784	22.48	-1,705	Servers	22,333	17.52	49,752	16.58	-27,419	45,241	16.59	-22,908
5,067	65.46	5,538	24.20	-471	5,848	34.75	-781	Cooks	48,038	37.68	65,387	21.79	-17,349	68,538	25.13	-20,500
424	5.48	1,639	7.16	-1,215	1,783	10.60	-1,360	F & B Service Charge- Payout	4,136	3.24	19,910	6.64	-15,774	8,163	2.99	-4,027
704	9.10	1,388	6.07	-684	1,279	7.60	-575	Payroll Taxes	8,211	6.44	16,447	5.48	-8,237	15,226	5.58	-7,015
312	4.02	915	4.00	-604	610	3.63	-299	Employee Benefits	4,951	3.88	10,980	3.66	-6,029	10,262	3.76	-5,311
-2,766	-35.73	290	1.27	-3,056	482	2.86	-3,248	Vacation /PTO	4,228	3.32	3,480	1.16	748	4,474	1.64	-246
718	9.27	0	0.00	718	1,200	7.13	-482	Holiday	2,170	1.70	0	0.00	2,170	3,411	1.25	-1,241
6,538	84.46	17,393	76.01	-10,855	17,807	105.82	-11,269	Total Food Wages	104,857	82.24	206,204	68.73	-101,347	192,663	70.65	-87,805
Operating Expenses																
0	0.00	50	0.22	-50	0	0.00	0	China	84	0.07	600	0.20	-516	565	0.21	-481
0	0.00	50	0.22	-50	0	0.00	0	Glass	732	0.57	600	0.20	132	46	0.02	686
0	0.00	50	0.22	-50	140	0.83	-140	Silverware	0	0.00	600	0.20	-600	531	0.19	-531
0	0.00	0	0.00	0	0	0.00	0	Linens	17	0.01	0	0.00	17	0	0.00	17
0	0.00	50	0.22	-50	68	0.40	-68	Supplies- Other	292	0.23	689	0.23	-397	203	0.07	89
0	0.00	100	0.44	-100	0	0.00	0	Cleaning Supplies	35	0.03	1,379	0.46	-1,344	1,146	0.42	-1,111
0	0.00	100	0.44	-100	40	0.24	-40	Dishwasher Supplies	417	0.33	1,379	0.46	-962	1,335	0.49	-918
441	5.70	451	1.97	-10	440	2.61	2	Supplies- Paper	3,681	2.89	6,205	2.07	-2,524	5,895	2.16	-2,214
0	0.00	0	0.00	0	0	0.00	0	Menus	862	0.68	1,000	0.33	-138	667	0.24	195
0	0.00	50	0.22	-50	102	0.61	-102	Kitchen & Utensils Supplies	696	0.55	689	0.23	7	1,032	0.38	-336
0	0.00	0	0.00	0	0	0.00	0	Promotions	0	0.00	0	0.00	0	834	0.31	-834
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	0	0.00	610	0.20	-610	103	0.04	-103
441	5.70	902	3.94	-461	789	4.69	-347	Total Operating Expense- Food	6,815	5.35	13,752	4.58	-6,937	12,356	4.53	-5,541
9,774	126.27	24,666	107.79	-14,892	24,971	148.39	-15,197	Total Food Costs	157,637	123.64	306,051	102.01	-148,414	293,782	107.73	-136,145
-2,033	-26.27	-1,783	-7.79	-250	-8,143	-48.39	6,110	N.I.- Food Department	-30,138	-23.64	-6,034	-2.01	-24,103	-21,069	-7.73	-9,069

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Restaurant Beer	0	0.00	0	0.00	0	1,970	2.55	-1,970
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	1,970	2.55	-1,970
1,042	32.91	1,680	28.51	-638	1,507	30.52	-465	Garden Grill Beer	12,298	29.11	23,098	28.51	-10,800	22,490	29.13	-10,192
224	7.07	1,078	18.30	-855	936	18.95	-712	Garden Grill Wine	6,751	15.98	14,824	18.30	-8,072	14,313	18.54	-7,561
1,901	60.02	3,135	53.19	-1,234	2,495	50.53	-594	Garden Grill Liquor	23,190	54.90	43,093	53.19	-19,903	38,421	49.77	-15,231
3,166	100.00	5,894	100.00	-2,727	4,938	100.00	-1,771	Total Garden Grill Beverage	42,239	100.00	81,014	100.00	-38,775	75,224	97.45	-32,984
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
3,166	100.00	5,894	100.00	-2,727	4,938	100.00	-1,771	Total Beverage Revenue	42,239	100.00	81,014	100.00	-38,775	77,194	100.00	-34,955

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Cost of Goods Sold																
328	10.35	502	8.51	-174	412	8.35	-85	Cost of Sales - Liquor	5,020	11.88	6,895	8.51	-1,875	6,255	8.10	-1,235
430	13.57	471	7.98	-41	366	7.41	64	Cost of Sales - Beer	3,869	9.16	6,467	7.98	-2,598	5,780	7.49	-1,910
41	1.30	324	5.49	-282	265	5.36	-223	Cost of Sales - Wine	2,493	5.90	4,447	5.49	-1,954	3,915	5.07	-1,422
799	25.23	1,296	21.98	-497	1,043	21.12	-244	Total COGS- Beverage	11,382	26.95	17,809	21.98	-6,427	15,950	20.66	-4,567
Beverage Payroll																
1,368	43.19	1,753	29.74	-385	1,461	29.58	-93	Bartender	14,060	33.29	20,699	25.55	-6,639	18,059	23.39	-3,999
200	6.32	342	5.80	-142	243	4.93	-43	Payroll Taxes	2,324	5.50	4,036	4.98	-1,712	3,638	4.71	-1,314
0	0.00	0	0.00	0	85	1.72	-85	Employee Benefits	113	0.27	0	0.00	113	525	0.68	-412
0	0.00	0	0.00	0	132	2.67	-132	Vacation /PTO	335	0.79	0	0.00	335	132	0.17	203
144	4.55	0	0.00	144	196	3.96	-52	Holiday	274	0.65	0	0.00	274	460	0.60	-186
1,712	54.06	2,095	35.54	-383	2,117	42.87	-405	Total Beverage Payroll	17,106	40.50	24,735	30.53	-7,629	22,814	29.55	-5,708
Operating Expenses- Beverage																
2,341	73.92	0	0.00	2,341	0	0.00	2,341	Licenses & Permits	9,174	21.72	2,270	2.80	6,904	2,270	2.94	6,904
0	0.00	0	0.00	0	0	0.00	0	Glassware	0	0.00	0	0.00	0	46	0.00	-46
0	0.00	0	0.00	0	0	0.00	0	Uniforms	33	0.00	0	0.00	33	0	0.00	33
2,341	73.92	0	0.00	2,341	0	0.00	2,341	Total Operating- Beverage	9,207	21.80	2,270	2.80	6,937	2,316	3.00	6,890
4,851	153.21	3,390	57.53	1,461	3,160	63.99	1,692	Total Beverage Costs	37,695	89.24	44,815	55.32	-7,120	41,080	53.22	-3,385
-1,685	-53.21	2,503	42.47	-4,188	1,778	36.01	-3,463	Net Income- Beverage	4,544	10.76	36,199	44.68	-31,655	36,114	46.78	-31,570

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FOOD STATS																
460	1.00	0	0.00	460	1,309	1.00	-849	Restaurant Dinner Covers	7,020	1.00	0	0.00	7,020	17,073	1.00	-10,053
460	1.00	0	0.00	460	1,309	1.00	-849	Total Food Covers	7,020	1.00	0	0.00	7,020	17,073	1.00	-10,053

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TELECOM																
TELEPHONE REVENUES																
68	0.00	50	0.00	18	-15	0.00	83	Long Distance	309	0.00	689	0.00	-381	372	0.00	-64
30	0.00	100	0.00	-71	79	0.00	-50	Internet Access Fees	895	0.00	1,379	0.00	-484	1,273	0.00	-378
98	0.00	150	0.00	-52	64	0.00	34	Total Phone Revenues	1,204	0.00	2,068	0.00	-865	1,646	0.00	-442
COS- Communication																
777	0.67	640	0.26	137	735	0.30	42	COS-Local	9,004	0.53	7,680	0.21	1,324	8,326	0.24	678
0	0.00	20	39.87	-20	0	0.00	0	COS-Long Distance	94	30.43	240	34.81	-146	-246	-65.93	339
1,153	3,880.64	1,278	1,273.92	-125	1,279	1,615.21	-127	COS-HSIA ISP	16,045	1,792.99	15,336	1,112.14	709	16,683	1,310.22	-637
1,930	0.00	1,938	0.00	-8	2,014	0.00	-85	Total COS- Comm	25,143	0.00	23,256	0.00	1,887	24,763	0.00	380
-1,832	0.00	-1,788	0.00	-44	-1,950	0.00	118	Gross Margin- Comm	-23,940	0.00	-21,188	0.00	-2,752	-23,117	0.00	-823
Operating Expenses																
100	0.00	100	0.00	0	-40	0.00	140	Equipment Cost	2,230	0.00	1,200	0.00	1,030	1,200	0.00	1,030
0	0.00	0	0.00	0	1,120	0.00	-1,120	Equipment Maintenance	500	0.00	0	0.00	500	1,120	0.00	-620
100	0.00	100	0.00	0	1,080	0.00	-980	Total Operating - Comm	2,730	0.00	1,200	0.00	1,530	2,320	0.00	410
1,932	0.00	1,888	0.00	44	3,030	0.00	-1,099	N.I.- Comm Dept	26,670	0.00	22,388	0.00	4,282	25,437	0.00	1,232

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	125	2.20	-125	191	4.99	-191	Laundry/Valet	157	0.39	1,724	2.21	-1,566	1,338	1.94	-1,181
0	0.00	0	0.00	0	0	0.00	0	Parking Income	0	0.00	0	0.00	0	75	0.11	-75
0	0.00	50	0.88	-50	0	0.00	0	Vending	728	1.80	600	0.77	128	323	0.47	405
100	2.21	0	0.00	100	0	0.00	100	Pet Fees	100	0.25	0	0.00	100	0	0.00	100
0	0.00	0	0.00	0	85	2.22	-85	Interest Income	0	0.00	0	0.00	0	85	0.12	-85
0	0.00	0	0.00	0	0	0.00	0	Forfeiture Income	3,753	9.27	0	0.00	3,753	0	0.00	3,753
0	0.00	0	0.00	0	641	16.77	-641	Miscellaneous	0	0.00	0	0.00	0	641	0.93	-641
0	0.00	2,633	46.30	-2,633	562	14.70	-562	Late Cancellation Income	6,479	15.99	36,198	46.48	-29,719	32,001	46.41	-25,522
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	1,200	2.96	0	0.00	1,200	300	0.44	900
59	1.30	120	2.11	-61	151	3.94	-92	Tax Discounts Earned	611	1.51	1,440	1.85	-829	1,185	1.72	-574
4,372	96.49	2,759	48.51	1,614	0	0.00	4,372	Market Sales	27,479	67.84	37,921	48.69	-10,442	0	0.00	27,479
0	0.00	0	0.00	0	0	0.00	0	Market Sales- Beer/Wine	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	2,192	57.38	-2,192	Pavillion Pantry	0	0.00	0	0.00	0	33,005	47.87	-33,005
4,531	100.00	5,688	100.00	-1,156	3,821	100.00	710	Total Miscellaneous Revenues	40,507	100.00	77,883	100.00	-37,376	68,951	100.00	-28,444
COSales- Miscellaneous																
0	0.00	113	90.00	-113	191	100.00	-191	COS-Laundry/Valet	157	100.00	1,551	90.00	-1,394	1,261	94.26	-1,104
294	6.72	1,379	50.00	-1,086	0	0.00	294	COS- Market	13,068	47.56	18,961	50.00	-5,893	0	0.00	13,068
0	0.00	0	0.00	0	1,634	42.77	-1,634	COGS- Pavillion Pantry	0	0.00	0	0.00	0	19,283	27.97	-19,283
294	6.48	1,492	26.24	-1,198	1,825	47.77	-1,531	Total COS- Miscellaneous	13,225	32.65	20,512	26.34	-7,287	20,544	29.79	-7,319
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
4,238	93.52	4,195	73.76	42	1,996	52.23	2,242	Total Miscellaneous Profit	27,282	67.35	57,371	73.66	-30,089	48,408	70.21	-21,126

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
6,769	5.82	6,927	2.85	-158	5,906	2.44		862 General Manager	74,013	4.33	79,600	2.16	-5,587	77,897	2.23	-3,884
3,132	2.69	3,605	1.48	-473	2,756	1.14		376 Assistant General Manager	36,278	2.12	42,454	1.15	-6,176	33,498	0.96	2,780
990	0.85	769	0.32	221	682	0.28		308 Payroll Taxes	9,549	0.56	9,552	0.26	-3	9,353	0.27	196
113	0.10	284	0.12	-171	30	0.01		83 Employee Benefits	1,138	0.07	3,408	0.09	-2,270	1,536	0.04	-398
38	0.03	0	0.00	38	0	0.00		38 Vacation /PTO	14,614	0.85	0	0.00	14,614	8,198	0.23	6,416
926	0.80	0	0.00	926	908	0.37		19 Holiday	3,632	0.21	0	0.00	3,632	3,170	0.09	463
0	0.00	0	0.00	0	0	0.00		0 Bonus/Incentive Pay	6,359	0.37	8,800	0.24	-2,441	3,239	0.09	3,121
11,967	10.28	11,585	4.77	382	10,282	4.25		1,686 Total P/R & R/B- A&G	145,584	8.51	143,814	3.90	1,770	136,891	3.92	8,693
Operating Expenses- A&G																
568	0.49	3,000	1.23	-2,432	3,703	1.53	-3,134	Employee Relations	1,532	0.09	7,650	0.21	-6,118	8,509	0.24	-6,976
4,000	3.44	2,000	0.82	2,000	2,000	0.83	2,000	Accounting Fees	26,000	1.52	24,000	0.65	2,000	24,000	0.69	2,000
289	0.25	872	0.36	-583	723	0.30	-434	Data Processing	10,209	0.60	13,081	0.35	-2,872	11,677	0.33	-1,469
888	0.76	351	0.14	537	397	0.16	491	Office Supplies	4,197	0.25	4,826	0.13	-630	5,453	0.16	-1,256
89	0.08	89	0.04	0	89	0.04	0	Muzak	1,136	0.07	1,068	0.03	68	1,943	0.06	-806
0	0.00	200	0.08	-200	627	0.26	-627	Travel & Lodging	612	0.04	4,900	0.13	-4,288	7,868	0.23	-7,256
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	0	0.00	0	0.00	0	369	0.01	-369
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	188	0.01	900	0.02	-712	825	0.02	-637
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,216	0.13	2,865	0.08	-649	1,700	0.05	516
115	0.10	170	0.07	-55	230	0.09	-115	Postage	752	0.04	2,040	0.06	-1,288	1,884	0.05	-1,131
0	0.00	110	0.05	-110	0	0.00	0	Recruitment	836	0.05	2,070	0.06	-1,234	1,277	0.04	-441
0	0.00	184	0.08	-184	167	0.07	-167	Employment Screening/ Drug Testing	1,135	0.07	2,208	0.06	-1,073	2,136	0.06	-1,001
0	0.00	0	0.00	0	0	0.00	0	Training	437	0.03	2,500	0.07	-2,063	1,613	0.05	-1,176
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	1,056	0.06	0	0.00	1,056	0	0.00	1,056
160	0.14	160	0.07	0	160	0.07	0	Dues/Subscriptions	2,559	0.15	2,960	0.08	-401	2,956	0.08	-397
3,010	2.59	6,738	2.77	-3,728	9,308	3.85	-6,298	Credit Card Commissions	35,413	2.07	102,247	2.77	-66,834	97,238	2.78	-61,825
53	0.05	0	0.00	53	-364	-0.15	417	Cash Over/Short	1,393	0.08	0	0.00	1,393	9,081	0.26	-7,687
254	0.22	245	0.10	9	243	0.10	11	Equipment Rental	3,026	0.18	2,940	0.08	86	2,578	0.07	448
538	0.46	585	0.24	-47	908	0.38	-370	Payroll Services	6,713	0.39	8,424	0.23	-1,711	9,580	0.27	-2,867
1,189	1.02	1,550	0.64	-361	1,548	0.64	-359	Bank Charges	14,982	0.88	18,600	0.50	-3,618	19,394	0.55	-4,412
0	0.00	0	0.00	0	1,230	0.51	-1,230	Chargebacks	4,900	0.29	0	0.00	4,900	13,708	0.39	-8,808
1,562	1.34	1,427	0.59	135	2,065	0.85	-503	Workers Comp Insurance	13,134	0.77	18,550	0.50	-5,416	17,019	0.49	-3,885
12,716	10.93	17,756	7.30	-5,041	23,109	9.55	-10,394	Total Operating- A&G	132,427	7.74	221,829	6.01	-89,402	240,807	6.89	-108,379
24,683	21.21	29,341	12.07	-4,658	33,391	13.80	-8,708	Total Expenses- A&G	278,011	16.25	365,643	9.91	-87,632	377,697	10.81	-99,686

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SALES DEPARTMENT																
SALES																
P/R & R/B																
5,375	4.62	4,957	2.04	418	5,807	2.40	-432	Director of Sales	58,193	3.40	57,674	1.56	519	50,211	1.44	7,982
0	0.00	0	0.00	0	47	0.02	-47	Sales Manager	80	0.00	0	0.00	80	222	0.01	-142
374	0.32	943	0.39	-569	689	0.28	-315	Revenue Management	5,709	0.33	11,319	0.31	-5,610	8,811	0.25	-3,102
0	0.00	172	0.07	-172	0	0.00	0	E Commerce Management	516	0.03	2,066	0.06	-1,549	0	0.00	516
0	0.00	2,655	1.09	-2,655	104	0.04	-104	Sales Coordinator	968	0.06	31,349	0.85	-30,381	16,527	0.47	-15,559
439	0.38	264	0.11	175	604	0.25	-165	Payroll Taxes	4,630	0.27	3,439	0.09	1,191	5,804	0.17	-1,174
1,122	0.96	666	0.27	456	0	0.00	1,122	Employee Benefits	6,724	0.39	7,992	0.22	-1,268	6,057	0.17	667
-1,519	-1.31	0	0.00	-1,519	0	0.00	-1,519	Vacation / PTO	2,507	0.15	0	0.00	2,507	3,487	0.10	-980
500	0.43	0	0.00	500	0	0.00	500	Holiday	1,700	0.10	0	0.00	1,700	1,320	0.04	380
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	204	0.01	4,400	0.12	-4,196	2,274	0.07	-2,070
6,291	5.41	9,657	3.97	-3,367	7,251	3.00	-960	Total P/R & R/B- Sales	81,232	4.75	118,239	3.21	-37,007	94,713	2.71	-13,481
Operating Expenses- Sales																
0	0.00	0	0.00	0	48	0.02	-48	Printing & Stationary	0	0.00	550	0.01	-550	501	0.01	-501
0	0.00	30	0.01	-30	0	0.00	0	Office Supplies	260	0.02	500	0.01	-240	1,420	0.04	-1,161
0	0.00	50	0.02	-50	624	0.26	-624	Travel & Lodging	17	0.00	4,500	0.12	-4,483	2,455	0.07	-2,438
0	0.00	200	0.08	-200	0	0.00	0	Meals & Entertainment	0	0.00	2,050	0.06	-2,050	281	0.01	-281
9	0.01	50	0.02	-41	188	0.08	-179	Promotions	1,341	0.08	600	0.02	741	815	0.02	525
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	100	0.01	600	0.02	-500	500	0.01	-400
0	0.00	0	0.00	0	0	0.00	0	Sales Training	1,037	0.06	0	0.00	1,037	150	0.00	887
132	0.11	0	0.00	132	0	0.00	132	Dues & Subscriptions	3,654	0.21	9,194	0.25	-5,540	6,993	0.20	-3,339
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	61	0.00	-61
0	0.00	100	0.04	-100	200	0.08	-200	e Commerce Costs	0	0.00	1,200	0.03	-1,200	5,030	0.14	-5,030
900	0.77	758	0.31	142	955	0.39	-55	Brand Paid Search	5,487	0.32	10,350	0.28	-4,863	10,096	0.29	-4,609
0	0.00	100	0.04	-100	0	0.00	0	Internet Advertising	0	0.00	1,200	0.03	-1,200	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	0	0.00	0	101	0.00	-101
1,041	0.89	1,338	0.55	-298	2,065	0.85	-1,024	Total Operating- Sales	11,897	0.70	31,469	0.85	-19,573	28,404	0.81	-16,507
7,331	6.30	10,995	4.52	-3,664	9,315	3.85	-1,984	Total Expenses-Sales	93,129	5.44	149,708	4.06	-56,579	123,117	3.52	-29,988

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	3,937	1.57	-3,937	3,348	1.30	-3,348	Chief Engineer	9,791	0.53	46,144	1.34	-36,353	37,912	1.19	-28,121
2,161	1.43	4,287	1.71	-2,126	2,403	0.94	-241	General Maintenance	27,122	1.47	50,611	1.47	-23,489	36,786	1.15	-9,664
183	0.12	666	0.27	-484	516	0.20	-333	Payroll Taxes	3,161	0.17	7,837	0.23	-4,676	6,385	0.20	-3,224
124	0.08	269	0.11	-145	0	0.00	124	Employee Benefits	2,083	0.11	3,228	0.09	-1,145	515	0.02	1,568
208	0.14	0	0.00	208	547	0.21	-339	Holiday	793	0.04	0	0.00	793	1,514	0.05	-720
-536	-0.36	0	0.00	-536	0	0.00	-536	Vacation /PTO	2,269	0.12	0	0.00	2,269	2,153	0.07	116
2,140	1.42	9,159	3.65	-7,020	6,814	2.65	-4,674	Total P/R & Related Expenses- Maintenance	45,219	2.45	107,820	3.13	-62,601	85,264	2.67	-40,045
Operating Expenses- R & M																
83	0.06	1,000	0.40	-917	255	0.10	-172	Auto Expense	5,989	0.32	12,000	0.35	-6,011	7,540	0.24	-1,551
0	0.00	125	0.05	-125	427	0.17	-427	Laundry Equipment	1,911	0.10	1,724	0.05	187	1,057	0.03	854
0	0.00	300	0.12	-300	328	0.13	-328	Building Maintenance	244	0.01	3,600	0.10	-3,356	4,817	0.15	-4,573
0	0.00	0	0.00	0	0	0.00	0	Office Equipment	0	0.00	0	0.00	0	321	0.01	-321
259	0.17	125	0.05	134	324	0.13	-65	Light Bulbs	2,481	0.13	1,724	0.05	757	2,463	0.08	17
0	0.00	351	0.14	-351	369	0.14	-369	Electrical & Mechanical	967	0.05	4,826	0.14	-3,859	4,221	0.13	-3,254
1,277	0.85	376	0.15	901	0	0.00	1,277	HVAC	3,302	0.18	5,171	0.15	-1,869	8,156	0.26	-4,854
1,480	0.98	351	0.14	1,129	2,504	0.97	-1,024	Plumbing & Boiler	5,386	0.29	4,826	0.14	559	7,404	0.23	-2,018
348	0.23	595	0.24	-247	844	0.33	-496	Pool	4,564	0.25	7,140	0.21	-2,576	6,671	0.21	-2,108
1,398	0.93	1,455	0.58	-57	1,352	0.53	46	Grounds & Landscaping	16,440	0.89	17,460	0.51	-1,020	20,854	0.65	-4,414
365	0.24	360	0.14	5	355	0.14	11	Interior Plants	3,652	0.20	4,320	0.13	-668	3,906	0.12	-254
0	0.00	0	0.00	0	0	0.00	0	Signage	0	0.00	0	0.00	0	1,507	0.05	-1,507
0	0.00	100	0.04	-100	1,353	0.53	-1,353	Furniture & Fixtures	2,014	0.11	1,200	0.03	814	3,462	0.11	-1,448
0	0.00	251	0.10	-251	556	0.22	-556	Painting	1,168	0.06	3,447	0.10	-2,280	4,270	0.13	-3,102
0	0.00	100	0.04	-100	954	0.37	-954	Carpet & Floor	5,119	0.28	7,400	0.21	-2,281	6,332	0.20	-1,214
0	0.00	0	0.00	0	65	0.03	-65	Window Treatments	85	0.00	0	0.00	85	74	0.00	11
0	0.00	0	0.00	0	0	0.00	0	Training	125	0.01	0	0.00	125	136	0.00	-11
0	0.00	50	0.02	-50	0	0.00	0	Telephone	0	0.00	600	0.02	-600	41	0.00	-41
0	0.00	351	0.14	-351	982	0.38	-982	Kitchen Equipment	2,826	0.15	4,826	0.14	-2,000	5,820	0.18	-2,994
0	0.00	120	0.05	-120	50	0.02	-50	Locks & Keys	358	0.02	1,440	0.04	-1,082	938	0.03	-580
0	0.00	100	0.04	-100	78	0.03	-78	Radio & TV	180	0.01	1,200	0.03	-1,020	3,425	0.11	-3,245
325	0.22	225	0.09	100	-106	-0.04	431	Exterminating	3,558	0.19	2,700	0.08	858	3,259	0.10	299
0	0.00	0	0.00	0	0	0.00	0	License & Permits	240	0.01	0	0.00	240	0	0.00	240
305	0.20	305	0.12	0	305	0.12	0	Maintenance Contracts	3,660	0.20	3,660	0.11	0	3,355	0.11	305
0	0.00	0	0.00	0	123	0.05	-123	Equipment Rental	2,500	0.14	0	0.00	2,500	1,624	0.05	876
40	0.03	100	0.04	-60	66	0.03	-27	Fire & Safety	4,963	0.27	4,700	0.14	263	7,338	0.23	-2,375
1,098	0.73	1,077	0.43	21	1,077	0.42	21	Elevator	5,154	0.28	4,308	0.12	846	4,980	0.16	174
6,979	4.62	7,818	3.12	-839	12,260	4.77	-5,282	Total Operating - R & M	76,884	4.16	98,273	2.85	-21,389	113,972	3.57	-37,089
9,118	6.04	16,977	6.77	-7,859	19,074	7.42	-9,956	Total Expenses- R & M	122,103	6.61	206,093	5.98	-83,990	199,236	6.25	-77,133

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
5,993	3.97	5,871	2.34	122	6,190	2.41	-197	Electricity	89,140	4.83	101,067	2.93	-11,927	100,232	3.14	-11,092
754	0.50	867	0.35	-113	599	0.23	155	Gas	6,666	0.36	8,318	0.24	-1,652	7,158	0.22	-493
4,959	3.29	3,013	1.20	1,946	2,751	1.07	2,207	Water & Sewer	45,109	2.44	51,924	1.51	-6,815	46,017	1.44	-908
446	0.30	590	0.24	-144	446	0.17	0	Waste Removal	5,917	0.32	7,080	0.21	-1,163	7,391	0.23	-1,475
12,152	8.05	10,341	4.12	1,811	9,986	3.89	2,166	Total Expenses- Utilities	146,832	7.95	168,389	4.88	-21,557	160,800	5.04	-13,968

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
5,552	5.50	11,620	5.57	-6,068	11,844	5.47	-6,292	Franchise Fees/ Royalties	83,765	5.58	179,654	5.56	-95,889	172,447	5.61	-88,682
4,391	4.35	9,085	4.35	-4,694	9,260	4.28	-4,869	Advertising	65,871	4.39	140,457	4.35	-74,585	134,605	4.38	-68,734
3,062	3.03	9,204	4.41	-6,143	7,121	3.29	-4,059	Frequent Traveler	45,626	3.04	126,520	3.92	-80,894	106,911	3.48	-61,285
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	694	0.05	0	0.00	694	1,821	0.06	-1,127
0	0.00	0	0.00	0	1,078	0.50	-1,078	Other Franchise Cost	0	0.00	0	0.00	0	1,078	0.04	-1,078
13,005	12.88	29,909	14.34	-16,904	29,302	13.54	-16,297	Total Franchise Fees Expense	195,957	13.06	446,630	13.83	-250,673	416,862	13.55	-220,906

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MANAGEMENT FEES																
2,910	2.50	6,081	2.50	-3,171	6,032	2.49	-3,122	Management Fees	42,767	2.50	92,280	2.50	-49,513	87,405	2.50	-44,638
11,006	9.46	0	0.00	11,006	0	0.00	11,006	Management Fees- Owner	26,247	1.53	0	0.00	26,247	0	0.00	26,247
13,916	11.96	6,081	2.50	7,835	6,032	2.49	7,884	Total Management Fees Expense	69,014	4.03	92,280	2.50	-23,267	87,405	2.50	-18,391

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FIXED EXPENSES																
26,625	22.88	27,251	11.21	-626	26,133	10.80	493	Ground Lease	324,509	18.97	324,509	8.80	0	317,177	9.07	7,332
12,359	10.62	9,730	4.00	2,629	-109,899	-45.41	122,258	FF & E Reserve	148,305	8.67	147,649	4.00	656	0	0.00	148,305
2,491	2.14	1,230	0.51	1,261	1,245	0.51	1,245	Van Lease	16,190	0.95	14,760	0.40	1,430	1,993	0.06	14,197
19,531	16.78	19,531	8.03	0	13,185	5.45	6,346	Real Estate Tax	234,373	13.70	234,373	6.35	0	217,451	6.22	16,922
0	0.00	0	0.00	0	0	0.00	0	Personal Property Tax	57	0.00	0	0.00	57	122	0.00	-65
6,143	5.28	5,291	2.18	852	5,534	2.29	608	Insurance	65,537	3.83	63,392	1.72	2,145	60,832	1.74	4,705
67,148	57.69	63,033	25.93	4,115	-63,802	-26.36	130,951	TOTAL FIXED EXPENSES	788,971	46.12	784,683	21.27	4,288	597,575	17.10	191,396

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TOTAL OTHER																
0	0.00	0	0.00	0	350	0.14	-350	Owners Expense	13,033	0.76	0	0.00	13,033	96,323	2.76	-83,290
44,534	38.26	0	0.00	44,534	33,094	13.67	11,440	Depreciation	534,408	31.24	0	0.00	534,408	522,968	14.96	11,440
2,184	1.88	0	0.00	2,184	2,813	1.16	-629	Amortization Expense	26,208	1.53	0	0.00	26,208	26,837	0.77	-629
22,775	19.57	22,793	9.38	-18	22,555	9.32	220	Interest Expense	272,703	15.94	272,911	7.40	-208	272,443	7.79	261
11,380	9.78	2,433	1.00	8,948	2,419	1.00	8,961	Asset Management Fee	17,107	1.00	36,912	1.00	-19,805	34,966	1.00	-17,859
0	0.00	0	0.00	0	0	0.00	0	Uninsured Loss	0	0.00	0	0.00	0	7,404	0.21	-7,404
0	0.00	0	0.00	0	-24,988	-10.33	24,988	Extraordinary Expenses	3,219	0.19	0	0.00	3,219	0	0.00	3,219
0	0.00	0	0.00	0	8,867	3.66	-8,867	GB 1 YE AJE	0	0.00	0	0.00	0	8,867	0.25	-8,867
0	0.00	0	0.00	0	250,805	103.63	-250,805	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	250,805	7.18	-250,805
80,873	69.49	25,226	10.38	55,648	295,916	122.27	-215,043	Total Other	866,678	50.66	309,823	8.40	556,855	1,220,613	34.92	-353,935

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Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
2,852		2,852		0	2,852		0	Total Rooms Available	33,672		33,672		0	33,580		92
1,930		1,692		238	1,669		261	Total Rooms Sold	17,422		24,696		-7,274	24,261		-6,839
67.67%		59.33%		8.35%	58.52%		9.15%	Occupancy %	51.74%		73.34%		-21.60%	72.25%		-20.51%
78.12		110.26		-32.14	109.35		-31.23	Average Rate	94.93		124.43		-29.50	122.05		-27.12
52.87		65.41		-12.55	63.99		-11.13	REVPAR	49.12		91.26		-42.15	88.18		-39.06
REVENUES																
150,775	99.37	186,556	98.96	-35,781	182,504	99.40	-31,729	ROOMS	1,653,844	98.93	3,072,978	98.91	-1,419,134	2,961,030	99.04	-1,307,186
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
954	0.63	1,953	1.04	-999	1,100	0.60	-146	MISCELLANEOUS	17,921	1.07	34,016	1.09	-16,095	28,740	0.96	-10,818
151,729	100.00	188,509	100.00	-36,780	183,604	100.00	-31,875	TOTAL REVENUES	1,671,765	100.00	3,106,994	100.00	-1,435,229	2,989,770	100.00	-1,318,005
DEPARTMENT EXPENSES																
28,847	19.13	49,849	26.72	-21,002	62,464	34.23	-33,617	ROOMS EXPENSE	356,554	21.56	666,229	21.68	-309,675	634,728	21.44	-278,174
843	0.00	0	0.00	843	0	0.00	843	FOOD EXPENSE	843	0.00	0	0.00	843	0	0.00	843
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
253	26.55	614	31.45	-361	334	30.35	-81	MISCELLANEOUS EXPENSE	4,666	26.04	8,965	26.35	-4,298	11,109	38.65	-6,443
29,943	19.73	50,463	26.77	-20,520	62,798	34.20	-32,855	TOTAL DEPARTMENTAL EXPENSES	362,063	21.66	675,194	21.73	-313,131	645,837	21.60	-283,773
DEPARTMENTAL PROFIT																
121,928	80.87	136,707	73.28	-14,779	120,040	65.77	1,888	ROOMS PROFIT	1,297,290	78.44	2,406,749	78.32	-1,109,459	2,326,303	78.56	-1,029,013
-843	0.00	0	0.00	-843	0	0.00	-843	FOOD PROFIT	-843	0.00	0	0.00	-843	0	0.00	-843
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
700	73.45	1,339	68.55	-638	766	69.65	-66	MISCELLANEOUS PROFIT	13,255	73.96	25,051	73.65	-11,796	17,631	61.35	-4,376
121,786	80.27	138,046	73.23	-16,260	120,806	65.80	980	TOTAL DEPARTMENTAL PROFIT	1,309,702	78.34	2,431,800	78.27	-1,122,098	2,343,933	78.40	-1,034,232
21,176	13.96	29,111	15.44	-7,935	34,507	18.79	-13,331	A & G EXPENSE	248,136	14.84	344,856	11.10	-96,719	355,233	11.88	-107,096
4,066	2.68	3,085	1.64	981	3,114	1.70	953	TELECOM	43,970	2.63	37,020	1.19	6,950	39,245	1.31	4,725
6,642	4.38	8,869	4.70	-2,227	2,653	1.44	3,989	SALES & MARKETING EXPENSES	82,731	4.95	124,057	3.99	-41,326	87,976	2.94	-5,245
16,540	10.90	20,878	11.08	-4,338	25,232	13.74	-8,692	FRANCHISE FEES	185,151	11.08	336,162	10.82	-151,011	336,000	11.24	-150,849
12,159	8.01	14,124	7.49	-1,965	7,701	4.19	4,459	MAINTENANCE EXPENSES	82,384	4.93	141,501	4.55	-59,117	131,022	4.38	-48,638
4,900	3.23	6,484	3.44	-1,584	7,423	4.04	-2,522	UTILITIES EXPENSE	71,855	4.30	86,169	2.77	-14,314	89,308	2.99	-17,453
65,484	43.16	82,550	43.79	-17,067	80,629	43.91	-15,145	TOTAL ADMIN EXPENSES	714,227	42.72	1,069,764	34.43	-355,537	1,038,783	34.74	-324,556
56,302	37.11	55,495	29.44	807	40,177	21.88	16,125	HOUSE PROFIT	595,475	35.62	1,362,036	43.84	-766,561	1,305,150	43.65	-709,675
FIXED EXPENSES																
14,802	9.76	4,716	2.50	10,087	4,590	2.50	10,212	MANAGEMENT FEES	68,017	4.07	77,709	2.50	-9,692	74,747	2.50	-6,730
68,923	45.43	62,694	33.26	6,229	-77,048	-41.96	145,971	FIXED EXPENSES	817,074	48.87	781,242	25.14	35,831	631,111	21.11	185,963

-27,424	-18.07	-11,914	-6.32	-15,509	112,635	61.35	-140,059	NET OPERATING INCOME	-289,616	-17.32	503,084	16.19	-792,701	599,292	20.04	-888,909
102,274	67.41	27,619	14.65	74,655	88,160	48.02	14,114	Other	1,093,392	65.40	339,206	10.92	754,187	1,082,451	36.21	10,941
-129,698	-85.48	-39,534	-20.97	-90,164	24,475	13.33	-154,172	N.I. after Other	-1,383,009	-82.73	163,879	5.27	-1,546,887	-483,159	-16.16	-899,850
-70,828		-39,534		-31,294	64,990		-135,817	Cash before Depreciation/Amortization	-676,569		163,879		-840,447	204,926		-881,495

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Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake
 For Property: HomeWood Suites Houston Clear Lake
 00- Master P&L-CAPSTONE
 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
73,825	48.96	69,607	37.31	4,217	65,829	36.07	7,995	Rack/ Premium	743,612	44.96	1,078,228	35.09	-334,616	1,012,287	34.19	-268,675
6,574	4.36	14,213	7.62	-7,638	29,715	16.28	-23,141	Corporate	195,283	11.81	505,597	16.45	-310,314	468,951	15.84	-273,668
55,791	37.00	69,641	37.33	-13,850	52,603	28.82	3,188	Discounts - Other	491,427	29.71	581,228	18.91	-89,802	543,524	18.36	-52,097
10,260	6.80	4,467	2.39	5,793	24,665	13.51	-14,405	Government	195,279	11.81	298,862	9.73	-103,583	613,511	20.72	-418,232
3,467	2.30	13,739	7.36	-10,272	2,900	1.59	567	Locally Negotiated Rate	22,095	1.34	319,948	10.41	-297,853	89,640	3.03	-67,545
0	0.00	0	0.00	0	0	0.00	0	Allowances	-1,691	-0.10	0	0.00	-1,691	-912	-0.03	-779
149,917	99.43	171,667	92.02	-21,750	175,712	96.28	-25,795	Total Transient Revenue	1,646,004	99.53	2,783,863	90.59	-1,137,859	2,727,000	92.10	-1,080,996
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
0	0.00	14,889	7.98	-14,889	6,625	3.63	-6,625	Group- Corporate	1,984	0.12	289,115	9.41	-287,131	226,496	7.65	-224,512
0	0.00	14,889	7.98	-14,889	6,625	3.63	-6,625	Total Group Revenue	1,984	0.12	289,115	9.41	-287,131	226,496	7.65	-224,512
858	0.57	0	0.00	858	167	0.09	692	Guaranteed No-Show	5,856	0.35	0	0.00	5,856	7,534	0.25	-1,679
150,775	100.00	186,556	100.00	-35,781	182,504	100.00	-31,729	Total Rooms Revenue	1,653,844	100.00	3,072,978	100.00	-1,419,134	2,961,030	100.00	-1,307,186
ROOM STATISTICS																
976	51	575	34	401	549	33	427	Rack/ Premium Rooms	7,402	42	7,854	32	-452	7,701	32	-299
73	4	118	7	-45	255	15	-182	Corporate Rooms	1,905	11	4,036	16	-2,131	3,822	16	-1,917
738	38	711	42	27	580	35	158	Discounts - Other Rooms	6,268	36	5,475	22	794	5,310	22	958
103	5	34	2	69	207	12	-104	Government Rooms	1,620	9	2,372	10	-752	4,869	20	-3,249
40	2	118	7	-78	25	1	15	Locally Negotiated Corporate Rooms	211	1	2,565	10	-2,354	754	3	-543
1,930	100	1,557	92	373	1,616	97	314	Total Transient Stats	17,406	100	22,302	90	-4,896	22,456	93	-5,050
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
0	0	135	8	-135	53	3	-53	Group- Corporate Rooms	16	0	2,394	10	-2,378	1,805	7	-1,789
0	0	135	8	-135	53	3	-53	Total Group Stats	16	0	2,394	10	-2,378	1,805	7	-1,789
1,930	100	1,692	100	238	1,669	100	261	TOTAL ROOM STATISTICS	17,422	100	24,696	100	-7,274	24,261	100	-6,839
Other Room Stats																

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
75.64		121.00		-45.36	119.91		-44.27	Rack/Premium ADR	100.46		137.28		-36.81	131.45		-30.99
90.06		120.00		-29.94	116.53		-26.47	Corporate ADR	102.51		125.28		-22.76	122.70		-20.19
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
75.60		98.00		-22.40	90.69		-15.10	Discount ADR	78.40		106.17		-27.77	102.36		-23.96
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
99.61		132.00		-32.39	119.15		-19.55	Government ADR	120.54		125.99		-5.44	126.00		-5.46
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
86.67		116.00		-29.33	116.00		-29.33	Local Negotiated ADR	104.72		124.72		-20.00	118.89		-14.17
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
77.68		110.28		-32.60	108.73		-31.06	Total Transient ADR	94.57		124.82		-30.26	121.44		-26.87
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
0.00		110.00		-110.00	125.00		-125.00	Group - Corporate ADR	124.00		120.79		3.21	125.48		-1.48
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
0.00		110.00		-110.00	125.00		-125.00	Total Group ADR	124.00		120.79		3.21	125.48		-1.48

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
1,517	0.79	3,553	2.10	-2,036	3,801	2.28	-2,283	FD/ Guest Service Reps	21,110	1.21	51,862	2.10	-30,752	55,027	2.27	-33,917
1,537	0.80	0	0.00	1,537	1,364	0.82	174	FD/Supervisor	14,113	0.81	0	0.00	14,113	6,962	0.29	7,151
3,532	1.83	3,227	1.91	305	2,018	1.21	1,514	Executive Housekeeper	31,579	1.81	37,175	1.51	-5,596	34,787	1.43	-3,207
0	0.00	870	0.51	-870	494	0.30	-494	Asst Exec Housekeeper/ Inspectress	1,697	0.10	10,272	0.42	-8,575	8,943	0.37	-7,246
3,932	2.04	7,106	4.20	-3,174	4,528	2.71	-596	Housekeepers	46,923	2.69	103,722	4.20	-56,799	86,368	3.56	-39,445
123	0.06	1,184	0.70	-1,061	111	0.07	11	Housemen	3,050	0.18	17,288	0.70	-14,238	5,530	0.23	-2,480
332	0.17	1,332	0.79	-1,000	1,401	0.84	-1,070	Laundry	6,774	0.39	19,448	0.79	-12,674	18,893	0.78	-12,119
0	0.00	2,387	1.41	-2,387	2,378	1.42	-2,378	Comp Breakfast Hostess	5,655	0.32	28,182	1.14	-22,527	28,831	1.19	-23,176
0	0.00	1,196	0.71	-1,196	699	0.42	-699	Evening Social Host	2,555	0.15	14,123	0.57	-11,568	11,578	0.48	-9,023
3,264	1.69	3,403	2.01	-139	2,502	1.50	762	Night Audit	36,312	2.08	40,176	1.63	-3,864	34,452	1.42	1,860
1,336	0.69	2,082	1.23	-746	2,163	1.30	-827	Payroll Taxes	14,867	0.85	26,274	1.06	-11,407	24,772	1.02	-9,905
1,064	0.55	1,633	0.97	-569	5,584	3.35	-4,520	Employee Benefits	17,765	1.02	19,596	0.79	-1,831	24,579	1.01	-6,813
1,777	0.92	991	0.59	786	4,205	2.52	-2,428	Vacation /PTO	22,521	1.29	11,892	0.48	10,629	13,653	0.56	8,867
1,712	0.89	1,764	1.04	-52	2,008	1.20	-296	Holiday	5,294	0.30	6,174	0.25	-880	8,038	0.33	-2,745
50	0.03	0	0.00	50	0	0.00	50	Bonus/Incentive Pay	90	0.01	0	0.00	90	350	0.01	-260
20,177	10.45	30,728	18.16	-10,551	33,256	19.93	-13,080	Total P/R & R/Benefits- Rooms	230,305	13.22	386,184	15.64	-155,878	362,763	14.95	-132,457
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	118	0.07	-118	127	0.08	-127	Newspapers	285	0.02	1,729	0.07	-1,443	1,560	0.06	-1,274
1,456	0.75	5,922	3.50	-4,466	7,740	4.64	-6,284	Comp Breakfast	24,839	1.43	86,436	3.50	-61,597	87,184	3.59	-62,344
0	0.00	100	0.06	-100	130	0.08	-130	Comp Breakfast- Equipment	324	0.02	6,100	0.25	-5,776	314	0.01	10
0	0.00	275	0.16	-275	211	0.13	-211	Rooms- Promotion	1,073	0.06	3,300	0.13	-2,227	730	0.03	343
0	0.00	102	0.06	-102	150	0.09	-150	Kitchen Furnishings	-28	0.00	1,482	0.06	-1,510	1,955	0.08	-1,984
155	0.08	51	0.03	104	220	0.13	-65	Laundry Supplies	791	0.05	741	0.03	50	661	0.03	130
0	0.00	931	0.55	-931	890	0.53	-890	Linen Supplies	3,646	0.21	13,583	0.55	-9,937	12,529	0.52	-8,884
1,174	0.61	1,143	0.68	31	1,143	0.69	31	Cable TV	12,994	0.75	13,716	0.56	-722	13,657	0.56	-663
323	0.17	347	0.21	-24	347	0.21	-23	HSIA Support	4,069	0.23	4,164	0.17	-95	4,158	0.17	-89
0	0.00	500	0.30	-500	0	0.00	0	Printing & Stationary	0	0.00	6,500	0.26	-6,500	0	0.00	0
601	0.31	1,015	0.60	-414	1,256	0.75	-655	Reservations Expense	10,242	0.59	14,818	0.60	-4,576	14,060	0.58	-3,818
948	0.49	1,624	0.96	-676	2,114	1.27	-1,166	Guest Room Supplies	10,400	0.60	23,708	0.96	-13,308	23,455	0.97	-13,055
274	0.14	169	0.10	105	52	0.03	222	Cleaning Supplies	2,169	0.12	2,470	0.10	-300	1,974	0.08	195
1,671	0.87	288	0.17	1,383	540	0.32	1,132	Ecolab Core Supplies	5,688	0.33	4,184	0.17	1,504	3,655	0.15	2,033
0	0.00	2,166	1.28	-2,166	2,584	1.55	-2,584	Evening Social- Food	5,788	0.33	31,611	1.28	-25,823	30,366	1.25	-24,579
0	0.00	338	0.20	-338	475	0.28	-475	Evening Social- Beverage	1,296	0.07	4,939	0.20	-3,644	5,904	0.24	-4,609
0	0.00	25	0.01	-25	0	0.00	0	Evening Social- Equipment	16	0.00	300	0.01	-284	42	0.00	-26
2,000	1.04	3,807	2.25	-1,807	11,020	6.60	-9,020	Travel Agents Commission	39,288	2.26	55,566	2.25	-16,278	66,968	2.76	-27,681
0	0.00	200	0.12	-200	209	0.13	-209	Uniforms	523	0.03	4,700	0.19	-4,177	1,624	0.07	-1,102
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	128	0.01	0	0.00	128	1,168	0.05	-1,040
68	0.04	0	0.00	68	0	0.00	68	COVID 19 Supplies	2,718	0.16	0	0.00	2,718	0	0.00	2,718
8,670	4.49	19,121	11.30	-10,451	29,208	17.50	-20,537	Total Operating - Rooms	126,249	7.25	280,046	11.34	-153,797	271,965	11.21	-145,717
28,847	14.95	49,849	29.46	-21,002	62,464	37.43	-33,617	Total Expenses- Rooms	356,554	20.47	666,229	26.98	-309,675	634,728	26.16	-278,174
121,928	63.18	136,707	80.80	-14,779	120,040	71.92	1,888	Net Income- Rooms	1,297,290	74.46	2,406,749	97.46	-1,109,459	2,326,303	95.89	-1,029,013

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
843	0.00	0	0.00	843	0	0.00		843 Food Operating Expenses	843	0.00	0	0.00	843	0	0.00	843
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
843	0.00	0	0.00	843	0	0.00		843 Total F & B Operating Expenses	843	0.00	0	0.00	843	0	0.00	843
-843	0.00	0	0.00	-843	0	0.00		-843 Net F & B Income	-843	0.00	0	0.00	-843	0	0.00	-843

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 12/31/2020

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
843	0.00	0	0.00	843	0	0.00	843	Linens	843	0.00	0	0.00	843	0	0.00	843
843	0.00	0	0.00	843	0	0.00	843	Total Operating Expense- Food	843	0.00	0	0.00	843	0	0.00	843
843	0.00	0	0.00	843	0	0.00	843	Total Food Costs	843	0.00	0	0.00	843	0	0.00	843
-843	0.00	0	0.00	-843	0	0.00	-843	N.I.- Food Department	-843	0.00	0	0.00	-843	0	0.00	-843

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Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake
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 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	12	0.00	-12	Local	13	0.00	0	0.00	13	41	0.00	-28
0	0.00	22	0.00	-22	3	0.00	-3	Long Distance	21	0.00	264	0.00	-243	231	0.00	-210
20	0.00	93	0.00	-73	129	0.00	-109	Internet Access Fees	609	0.00	1,116	0.00	-507	1,054	0.00	-446
20	0.00	115	0.00	-95	144	0.00	-124	Total Phone Revenues	643	0.00	1,380	0.00	-737	1,326	0.00	-683
COS- Communication																
2,731	1.80	1,808	0.96	923	1,860	1.01	871	COS-Local	27,673	1.66	21,696	0.70	5,977	20,508	0.69	7,166
1,169	5,904.60	1,292	1,389.25	-123	1,298	1,008.24	-129	COS-HSIA ISP	14,796	2,430.23	15,504	1,389.25	-708	17,690	1,677.78	-2,893
3,900	0.00	3,100	0.00	800	3,157	0.00	742	Total COS- Comm	42,470	0.00	37,200	0.00	5,270	38,197	0.00	4,272
-3,880	0.00	-2,985	0.00	-895	-3,014	0.00	-866	Gross Margin- Comm	-41,827	0.00	-35,820	0.00	-6,007	-36,871	0.00	-4,956
Operating Expenses																
100	0.00	100	0.00	0	-1,074	0.00	1,174	Equipment Cost	1,150	0.00	1,200	0.00	-50	1,200	0.00	-50
87	0.00	0	0.00	87	1,174	0.00	-1,087	Equipment Maintenance	993	0.00	0	0.00	993	1,174	0.00	-181
187	0.00	100	0.00	87	100	0.00	87	Total Operating - Comm	2,143	0.00	1,200	0.00	943	2,374	0.00	-231
4,066	0.00	3,085	0.00	981	3,114	0.00	953	N.I.- Comm Dept	43,970	0.00	37,020	0.00	6,950	39,245	0.00	4,725

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	118	6.76	-118	53	4.84	-53	Laundry/Valet	1,830	12.16	1,729	7.08	101	3,570	16.12	-1,740
0	0.00	0	0.00	0	650	59.14	-650	Gift Shop Sales	0	0.00	0	0.00	0	12,436	56.15	-12,436
227	23.80	169	9.65	58	280	25.46	-53	Vending	1,443	9.59	2,470	10.11	-1,027	2,676	12.08	-1,234
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	325	2.16	0	0.00	325	125	0.56	200
0	0.00	0	0.00	0	22	2.00	-22	Interest Income	0	0.00	0	0.00	0	44	0.20	-44
6	0.59	0	0.00	6	0	0.00	6	Miscellaneous	67	0.44	0	0.00	67	0	0.00	67
-350	-36.71	300	17.12	-650	0	0.00	-350	Late Cancellation Income	2,151	14.29	3,600	14.74	-1,449	1,403	6.34	747
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	525	3.49	0	0.00	525	150	0.68	375
71	7.42	150	8.56	-79	94	8.56	-23	Tax Discounts Earned	682	4.53	1,800	7.37	-1,118	1,745	7.88	-1,063
1,000	104.89	1,015	57.92	-15	0	0.00	1,000	Market Sales	8,030	53.35	14,818	60.69	-6,788	0	0.00	8,030
954	100.00	1,753	100.00	-799	1,100	100.00	-146	Total Miscellaneous Revenues	15,052	100.00	24,416	100.00	-9,364	22,150	100.00	-7,098
COSales- Miscellaneous																
0	0.00	107	90.00	-107	48	91.02	-48	COS-Laundry/Valet	1,636	89.38	1,556	90.00	80	3,402	95.29	-1,766
0	0.00	0	0.00	0	285	43.87	-285	COS-Gift Shop	33	0.00	0	0.00	33	7,707	61.97	-7,674
253	25.31	508	50.00	-254	0	0.00	253	COS- Market	2,998	37.33	7,409	50.00	-4,411	0	0.00	2,998
253	26.55	614	35.04	-361	334	30.35	-81	Total COS- Miscellaneous	4,666	31.00	8,965	36.72	-4,298	11,109	50.15	-6,443
0	0.00	200	100.00	-200	0	0.00	0	Banquet Room Rental	2,869	100.00	9,600	100.00	-6,731	6,590	100.00	-3,721
0	0.00	200	100.00	-200	0	0.00	0	Total Meeting Room Revenues	2,869	100.00	9,600	100.00	-6,731	6,590	100.00	-3,721
Cost of Sales- Meeting Room																
700	73.45	1,339	76.37	-638	766	69.65	-66	Total Miscellaneous Profit	13,255	88.06	25,051	102.60	-11,796	17,631	79.60	-4,376

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,765	3.14	6,386	3.39	-1,621	5,294	2.88	-529	General Manager	37,816	2.26	73,932	2.38	-36,116	75,152	2.51	-37,336
3,662	2.41	3,787	2.01	-125	3,139	1.71	523	Assistant General Manager	40,718	2.44	44,596	1.44	-3,878	42,215	1.41	-1,497
557	0.37	783	0.42	-226	736	0.40	-178	Payroll Taxes	5,686	0.34	9,742	0.31	-4,056	9,810	0.33	-4,124
505	0.33	1,155	0.61	-650	2,558	1.39	-2,053	Employee Benefits	11,210	0.67	13,860	0.45	-2,650	12,249	0.41	-1,039
1,891	1.25	0	0.00	1,891	0	0.00	1,891	Vacation /PTO	11,120	0.67	0	0.00	11,120	5,091	0.17	6,029
343	0.23	0	0.00	343	895	0.49	-552	Holiday	1,872	0.11	0	0.00	1,872	2,894	0.10	-1,022
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	1,836	0.11	7,988	0.26	-6,152	6,872	0.23	-5,036
11,724	7.73	12,111	6.42	-387	12,622	6.87	-898	Total P/R & R/B- A&G	110,257	6.60	150,118	4.83	-39,861	154,283	5.16	-44,026
Operating Expenses- A&G																
414	0.27	2,825	1.50	-2,411	1,488	0.81	-1,074	Employee Relations	1,102	0.07	6,725	0.22	-5,623	6,849	0.23	-5,746
4,000	2.64	2,000	1.06	2,000	2,000	1.09	2,000	Accounting Fees	26,000	1.56	24,000	0.77	2,000	24,000	0.80	2,000
825	0.54	3,058	1.62	-2,233	3,549	1.93	-2,724	Data Processing	16,282	0.97	16,988	0.55	-706	18,218	0.61	-1,936
96	0.06	100	0.05	-4	228	0.12	-132	Office Supplies	2,090	0.13	2,600	0.08	-510	4,733	0.16	-2,643
50	0.03	95	0.05	-45	95	0.05	-45	Muzak	893	0.05	1,140	0.04	-247	1,140	0.04	-246
669	0.44	300	0.16	369	1,197	0.65	-528	Travel & Lodging	4,324	0.26	6,800	0.22	-2,476	9,342	0.31	-5,019
0	0.00	0	0.00	0	-191	-0.10	191	Meals and Entertainment	0	0.00	0	0.00	0	0	0.00	0
0	0.00	75	0.04	-75	75	0.04	-75	Telephone	113	0.01	900	0.03	-787	675	0.02	-562
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,588	0.15	2,445	0.08	143	3,055	0.10	-467
45	0.03	34	0.02	11	188	0.10	-144	Postage	326	0.02	494	0.02	-168	949	0.03	-623
0	0.00	50	0.03	-50	0	0.00	0	Recruitment	657	0.04	1,300	0.04	-643	973	0.03	-316
0	0.00	180	0.10	-180	400	0.22	-400	Employment Screening/ Drug Testing	1,001	0.06	2,160	0.07	-1,159	2,167	0.07	-1,167
0	0.00	0	0.00	0	643	0.35	-643	Training	2,363	0.14	1,750	0.06	613	1,164	0.04	1,199
160	0.11	165	0.09	-5	160	0.09	0	Dues/Subscriptions	2,548	0.15	3,967	0.13	-1,419	2,956	0.10	-408
5,760	3.80	5,319	2.82	441	7,038	3.83	-1,278	Credit Card Commissions	43,987	2.63	87,656	2.82	-43,669	86,932	2.91	-42,944
-4,239	-2.79	0	0.00	-4,239	-457	-0.25	-3,783	Cash Over/Short	8,987	0.54	0	0.00	8,987	-2,748	-0.09	11,735
-283	-0.19	156	0.08	-439	156	0.08	-438	Equipment Rental	1,350	0.08	1,872	0.06	-522	1,983	0.07	-632
250	0.16	350	0.19	-100	452	0.25	-203	Payroll Services	4,128	0.25	5,605	0.18	-1,477	5,952	0.20	-1,824
1,038	0.68	1,400	0.74	-362	1,362	0.74	-323	Bank Charges	13,155	0.79	16,800	0.54	-3,645	16,818	0.56	-3,663
0	0.00	0	0.00	0	2,311	1.26	-2,311	Chargebacks	-834	-0.05	0	0.00	-834	4,337	0.15	-5,171
667	0.44	892	0.47	-225	1,190	0.65	-523	Workers Comp Insurance	6,818	0.41	11,536	0.37	-4,718	11,454	0.38	-4,637
9,451	6.23	16,999	9.02	-7,548	21,885	11.92	-12,433	Total Operating- A&G	137,880	8.25	194,738	6.27	-56,858	200,950	6.72	-63,070
21,176	13.96	29,111	15.44	-7,935	34,507	18.79	-13,331	Total Expenses- A&G	248,136	14.84	344,856	11.10	-96,719	355,233	11.88	-107,096

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
4,107	2.71	5,249	2.78	-1,142	1,302	0.71	2,805	Director of Sales	45,020	2.69	60,620	1.95	-15,600	36,321	1.21	8,699
0	0.00	0	0.00	0	16	0.01	-16	Sales Manager	65	0.00	0	0.00	65	181	0.01	-117
358	0.24	861	0.46	-502	768	0.42	-410	Revenue Management	5,469	0.33	10,328	0.33	-4,859	9,515	0.32	-4,047
0	0.00	172	0.09	-172	0	0.00	0	E Commerce Management	516	0.03	2,066	0.07	-1,549	0	0.00	516
344	0.23	358	0.19	-14	103	0.06	242	Payroll Taxes	3,541	0.21	4,367	0.14	-826	3,015	0.10	526
660	0.44	1,328	0.70	-668	0	0.00	660	Employee Benefits	5,017	0.30	15,936	0.51	-10,919	9,046	0.30	-4,029
155	0.10	0	0.00	155	0	0.00	155	Vacation / PTO	1,727	0.10	0	0.00	1,727	3,269	0.11	-1,542
385	0.25	0	0.00	385	0	0.00	385	Holiday	1,327	0.08	0	0.00	1,327	654	0.02	673
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	196	0.01	3,600	0.12	-3,404	2,108	0.07	-1,912
6,010	3.96	7,968	4.23	-1,958	2,189	1.19	3,821	Total P/R & R/B- Sales	62,877	3.76	96,917	3.12	-34,039	64,108	2.14	-1,231
Operating Expenses- Sales																
0	0.00	25	0.01	-25	0	0.00	0	Printing & Stationary	0	0.00	300	0.01	-300	121	0.00	-121
0	0.00	25	0.01	-25	0	0.00	0	Office Supplies	18	0.00	300	0.01	-282	914	0.03	-896
0	0.00	50	0.03	-50	132	0.07	-132	Travel & Lodging	721	0.04	3,700	0.12	-2,979	2,240	0.07	-1,518
0	0.00	50	0.03	-50	0	0.00	0	Meals & Entertainment	0	0.00	600	0.02	-600	284	0.01	-284
0	0.00	100	0.05	-100	100	0.05	-100	Promotions	118	0.01	1,200	0.04	-1,082	2,653	0.09	-2,535
0	0.00	50	0.03	-50	0	0.00	0	Telephone	0	0.00	600	0.02	-600	300	0.01	-300
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	0	0.00	0	9	0.00	-9
0	0.00	0	0.00	0	11	0.01	-11	Sales Training	1,787	0.11	2,000	0.06	-213	261	0.01	1,526
132	0.09	0	0.00	132	-798	-0.43	930	Dues & Subscriptions	10,065	0.60	6,120	0.20	3,945	5,130	0.17	4,934
0	0.00	0	0.00	0	-21	-0.01	21	Trade Show	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	200	0.11	-200	e Commerce Costs	0	0.00	0	0.00	0	2,873	0.10	-2,873
500	0.33	601	0.32	-101	839	0.46	-339	Brand Paid Search	7,144	0.43	11,595	0.37	-4,451	8,496	0.28	-1,352
0	0.00	0	0.00	0	0	0.00	0	Internet Advertising	0	0.00	0	0.00	0	500	0.02	-500
0	0.00	0	0.00	0	0	0.00	0	Magazine Advertising	0	0.00	0	0.00	0	60	0.00	-60
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	0	0.00	0	25	0.00	-25
632	0.42	901	0.48	-269	463	0.25	169	Total Operating- Sales	19,853	1.19	27,140	0.87	-7,287	23,867	0.80	-4,014
6,642	4.38	8,869	4.70	-2,227	2,653	1.44	3,989	Total Expenses-Sales	82,731	4.95	124,057	3.99	-41,326	87,976	2.94	-5,245

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,374	2.59	-4,374	3,620	2.17	-3,620	Chief Engineer	17,533	1.01	50,392	2.04	-32,859	47,792	1.97	-30,259
0	0.00	0	0.00	0	0	0.00	0	Asst Engineer	21	0.00	0	0.00	21	0	0.00	21
0	0.00	852	0.50	-852	0	0.00	0	General Maintenance	226	0.01	10,057	0.41	-9,831	0	0.00	226
0	0.00	397	0.23	-397	315	0.19	-315	Payroll Taxes	1,554	0.09	4,594	0.19	-3,040	3,874	0.16	-2,320
0	0.00	961	0.57	-961	-4,355	-2.61	4,355	Employee Benefits	2,097	0.12	11,532	0.47	-9,435	5,992	0.25	-3,895
0	0.00	0	0.00	0	0	0.00	0	Holiday	0	0.00	0	0.00	0	745	0.03	-745
0	0.00	0	0.00	0	0	0.00	0	Vacation /PTO	550	0.03	0	0.00	550	1,562	0.06	-1,012
0	0.00	6,584	3.89	-6,584	-421	-0.25	421	Total P/R & Related Expenses- Maintenance	21,981	1.26	76,575	3.10	-54,594	59,965	2.47	-37,984
Operating Expenses- R & M																
173	0.09	34	0.02	139	0	0.00	173	Laundry Equipment	1,513	0.09	494	0.02	1,019	191	0.01	1,323
13	0.01	271	0.16	-258	60	0.04	-47	Building Maintenance	1,476	0.08	3,951	0.16	-2,476	3,083	0.13	-1,608
0	0.00	102	0.06	-102	120	0.07	-120	Light Bulbs	242	0.01	1,482	0.06	-1,240	1,791	0.07	-1,549
0	0.00	102	0.06	-102	16	0.01	-16	Electrical & Mechanical	916	0.05	1,482	0.06	-566	1,451	0.06	-535
0	0.00	389	0.23	-389	179	0.11	-179	HVAC	3,798	0.22	5,680	0.23	-1,882	4,828	0.20	-1,029
52	0.03	423	0.25	-371	232	0.14	-180	Plumbing & Boiler	2,440	0.14	6,174	0.25	-3,734	10,958	0.45	-8,518
1,035	0.54	750	0.44	285	637	0.38	398	Pool	9,477	0.54	9,000	0.36	477	9,064	0.37	413
974	0.50	975	0.58	-1	974	0.58	0	Grounds & Landscaping	8,606	0.49	12,700	0.51	-4,094	12,760	0.53	-4,154
0	0.00	34	0.02	-34	0	0.00	0	Signage	9	0.00	494	0.02	-485	546	0.02	-538
0	0.00	118	0.07	-118	0	0.00	0	Furniture & Fixtures	0	0.00	1,729	0.07	-1,729	1,569	0.06	-1,569
0	0.00	34	0.02	-34	0	0.00	0	Painting	63	0.00	494	0.02	-431	496	0.02	-433
0	0.00	0	0.00	0	0	0.00	0	Carpet & Floor	157	0.01	4,750	0.19	-4,593	0	0.00	157
0	0.00	50	0.03	-50	0	0.00	0	Kitchen Equipment	65	0.00	600	0.02	-535	971	0.04	-906
0	0.00	25	0.01	-25	20	0.01	-20	Locks & Keys	237	0.01	300	0.01	-63	895	0.04	-658
0	0.00	125	0.07	-125	0	0.00	0	Radio & TV	0	0.00	1,500	0.06	-1,500	0	0.00	0
609	0.32	216	0.13	393	217	0.13	392	Exterminating	4,433	0.25	2,592	0.10	1,841	2,594	0.11	1,840
0	0.00	0	0.00	0	0	0.00	0	License & Permits	300	0.02	0	0.00	300	0	0.00	300
5,490	2.84	224	0.13	5,266	2,568	1.54	2,923	Fire & Safety	19,098	1.10	4,166	0.17	14,932	8,843	0.36	10,255
3,813	1.98	3,669	2.17	144	3,099	1.86	714	Elevator	7,571	0.43	7,338	0.30	233	11,017	0.45	-3,445
12,159	6.30	7,540	4.46	4,619	8,122	4.87	4,037	Total Operating - R & M	60,402	3.47	64,925	2.63	-4,523	71,057	2.93	-10,654
12,159	6.30	14,124	8.35	-1,965	7,701	4.61	4,459	Total Expenses- R & M	82,384	4.73	141,501	5.73	-59,117	131,022	5.40	-48,638

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,009	1.56	3,787	2.24	-778	5,011	3.00	-2,001	Electricity	49,373	2.83	54,810	2.22	-5,437	54,341	2.24	-4,968
536	0.28	1,114	0.66	-578	1,022	0.61	-487	Gas	6,457	0.37	11,542	0.47	-5,085	16,354	0.67	-9,897
1,038	0.54	833	0.49	205	954	0.57	84	Water & Sewer	9,838	0.56	10,817	0.44	-979	11,200	0.46	-1,362
318	0.16	750	0.44	-432	436	0.26	-118	Waste Removal	6,187	0.36	9,000	0.36	-2,814	7,412	0.31	-1,226
4,900	2.54	6,484	3.83	-1,584	7,423	4.45	-2,522	Total Expenses- Utilities	71,855	4.12	86,169	3.49	-14,314	89,308	3.68	-17,453

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Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
8,292	5.50	10,277	5.51	-1,985	10,038	5.50	-1,746	Franchise Fees/ Royalties	91,285	5.52	169,212	5.51	-77,926	162,934	5.50	-71,649
5,277	3.50	6,540	3.51	-1,263	6,388	3.50	-1,111	Advertising	58,091	3.51	107,680	3.50	-49,590	103,779	3.50	-45,689
2,971	1.97	4,061	2.18	-1,090	8,806	4.83	-5,835	Frequent Traveler	35,655	2.16	59,270	1.93	-23,615	68,987	2.33	-33,332
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	120	0.01	0	0.00	120	300	0.01	-180
16,540	10.97	20,878	11.19	-4,338	25,232	13.83	-8,692	Total Franchise Fees Expense	185,151	11.20	336,162	10.94	-151,011	336,000	11.35	-150,849

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Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,793	2.50	4,716	2.50	-923	4,590	2.50	-797	Management Fees	41,795	2.50	77,709	2.50	-35,914	74,747	2.50	-32,952
11,009	7.26	0	0.00	11,009	0	0.00	11,009	Management Fees- Owner	26,222	1.57	0	0.00	26,222	0	0.00	26,222
14,802	9.76	4,716	2.50	10,087	4,590	2.50	10,212	Total Management Fees Expense	68,017	4.07	77,709	2.50	-9,692	74,747	2.50	-6,730

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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FIXED EXPENSES																
30,960	20.40	30,961	16.42	0	30,059	16.37	901	Ground Lease	368,822	22.06	367,018	11.81	1,804	358,079	11.98	10,742
13,017	8.58	7,537	4.00	5,480	-124,276	-67.69	137,292	FF & E Reserve	156,201	9.34	123,951	3.99	32,250	0	0.00	156,201
20,496	13.51	20,496	10.87	0	13,633	7.43	6,862	Real Estate Tax	245,946	14.71	245,946	7.92	0	230,444	7.71	15,502
0	0.00	0	0.00	0	0	0.00	0	Personal Property Tax	128	0.01	0	0.00	128	197	0.01	-69
4,451	2.93	3,701	1.96	750	3,536	1.93	915	Insurance	45,977	2.75	44,327	1.43	1,650	42,390	1.42	3,587
68,923	45.43	62,694	33.26	6,229	-77,048	-41.96	145,971	TOTAL FIXED EXPENSES	817,074	48.87	781,242	25.14	35,831	631,111	21.11	185,963

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Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
5,500	3.62	0	0.00	5,500	350	0.19	5,150	Owners Expense	59,337	3.55	0	0.00	59,337	36,878	1.23	22,459
56,458	37.21	0	0.00	56,458	37,653	20.51	18,805	Depreciation	677,496	40.53	0	0.00	677,496	658,691	22.03	18,805
2,412	1.59	0	0.00	2,412	2,862	1.56	-450	Amortization Expense	28,944	1.73	0	0.00	28,944	29,394	0.98	-450
25,733	16.96	25,733	13.65	0	25,466	13.87	267	Interest Expense	307,631	18.40	308,122	9.92	-491	307,596	10.29	35
12,171	8.02	1,886	1.00	10,285	1,836	1.00	10,335	Asset Management Fee	16,718	1.00	31,084	1.00	-14,366	29,899	1.00	-13,181
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-46	0.00	0	0.00	-46	0	0.00	-46
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	3,313	0.20	0	0.00	3,313	0	0.00	3,313
0	0.00	0	0.00	0	4,288	2.34	-4,288	GB 1 YE AJE	0	0.00	0	0.00	0	4,288	0.14	-4,288
0	0.00	0	0.00	0	15,705	8.55	-15,705	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	15,705	0.53	-15,705
102,274	67.41	27,619	14.65	74,655	88,160	48.02	14,114	Total Other	1,093,392	65.40	339,206	10.92	754,187	1,082,451	36.21	10,941

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,906		3,906		0	3,906		0	Total Rooms Available	46,116		46,116		0	45,990		126
1,480		3,213		-1,733	2,976		-1,496	Total Rooms Sold	22,630		38,544		-15,914	37,163		-14,533
37.89%		82.26%		-44.37%	76.19%		-38.30%	Occupancy %	49.07%		83.58%		-34.51%	80.81%		-31.73%
93.20		90.89		2.31	91.90		1.30	Average Rate	108.63		101.23		7.40	100.63		8.00
35.31		74.76		-39.45	70.02		-34.70	REVPAR	53.31		84.61		-31.30	81.32		-28.01
REVENUES																
137,938	96.42	292,021	97.81	-154,083	273,490	98.28	-135,552	ROOMS	2,458,287	97.39	3,901,895	98.03	-1,443,608	3,739,788	97.85	-1,281,501
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
5,116	3.58	6,530	2.19	-1,414	4,794	1.72	322	MISCELLANEOUS	66,005	2.61	78,348	1.97	-12,344	82,036	2.15	-16,031
143,054	100.00	298,551	100.00	-155,497	278,284	100.00	-135,230	TOTAL REVENUES	2,524,291	100.00	3,980,243	100.00	-1,455,952	3,821,823	100.00	-1,297,532
DEPARTMENT EXPENSES																
38,354	27.81	96,661	33.10	-58,307	91,605	33.50	-53,251	ROOMS EXPENSE	545,362	22.18	1,142,639	29.28	-597,276	1,028,673	27.51	-483,310
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
1,200	23.47	1,554	23.81	-354	2,169	45.25	-969	MISCELLANEOUS EXPENSE	13,666	20.70	18,648	23.80	-4,982	26,545	32.36	-12,879
39,554	27.65	98,215	32.90	-58,661	93,775	33.70	-54,220	TOTAL DEPARTMENTAL EXPENSES	559,028	22.15	1,161,287	29.18	-602,259	1,055,217	27.61	-496,189
DEPARTMENTAL PROFIT																
99,584	72.19	195,360	66.90	-95,776	181,884	66.50	-82,300	ROOMS PROFIT	1,912,925	77.82	2,759,256	70.72	-846,331	2,711,115	72.49	-798,190
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
3,915	76.53	4,975	76.19	-1,060	2,625	54.75	1,291	MISCELLANEOUS PROFIT	52,338	79.30	59,700	76.20	-7,362	55,491	67.64	-3,152
103,499	72.35	200,336	67.10	-96,836	184,509	66.30	-81,010	TOTAL DEPARTMENTAL PROFIT	1,965,263	77.85	2,818,956	70.82	-853,693	2,766,606	72.39	-801,343
30,649	21.43	29,210	9.78	1,440	42,383	15.23	-11,733	A & G EXPENSE	315,589	12.50	355,630	8.93	-40,041	380,343	9.95	-64,755
2,034	1.42	1,949	0.65	85	2,401	0.86	-367	TELECOM	24,866	0.99	23,388	0.59	1,478	24,279	0.64	587
9,168	6.41	9,270	3.11	-102	14,570	5.24	-5,402	SALES & MARKETING EXPENSES	112,548	4.46	120,979	3.04	-8,432	102,488	2.68	10,060
15,882	11.10	33,697	11.29	-17,815	26,756	9.61	-10,874	FRANCHISE FEES	283,394	11.23	450,212	11.31	-166,819	436,046	11.41	-152,652
9,963	6.96	14,573	4.88	-4,610	17,013	6.11	-7,050	MAINTENANCE EXPENSES	96,235	3.81	184,422	4.63	-88,187	199,491	5.22	-103,256
13,350	9.33	14,630	4.90	-1,280	15,701	5.64	-2,351	UTILITIES EXPENSE	196,367	7.78	226,635	5.69	-30,268	216,263	5.66	-19,897
81,045	56.65	103,329	34.61	-22,284	118,823	42.70	-37,778	TOTAL ADMIN EXPENSES	1,028,999	40.76	1,361,267	34.20	-332,269	1,358,911	35.56	-329,913
22,454	15.70	97,007	32.49	-74,553	65,686	23.60	-43,231	HOUSE PROFIT	936,265	37.09	1,457,689	36.62	-521,424	1,407,694	36.83	-471,430
FIXED EXPENSES																
14,580	10.19	7,470	2.50	7,110	6,957	2.50	7,623	MANAGEMENT FEES	89,351	3.54	99,579	2.50	-10,228	95,573	2.50	-6,222
43,918	30.70	47,281	15.84	-3,364	-82,318	-29.58	126,235	FIXED EXPENSES	517,613	20.51	565,613	14.21	-48,001	396,555	10.38	121,057

-36,043	-25.20	42,256	14.15	-78,299	141,046	50.68	-177,090	NET OPERATING INCOME	329,301	13.05	792,497	19.91	-463,196	915,566	23.96	-586,265
91,811	64.18	35,486	11.89	56,325	80,630	28.97	11,181	Other	941,898	37.31	429,812	10.80	512,086	950,468	24.87	-8,570
-127,855	-89.38	6,770	2.27	-134,624	60,416	21.71	-188,270	N.I. after Other	-612,597	-24.27	362,685	9.11	-975,282	-34,901	-0.91	-577,696
-86,069		6,770		-92,838	96,427		-182,495	Cash before Depreciation/Amortization	-111,165		362,685		-473,850	460,756		-571,921

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
32,416	23.50	118,524	40.59	-86,108	90,816	33.21	-58,400	Rack/ Premium	718,662	29.23	1,320,666	33.85	-602,004	1,280,249	34.23	-561,587
48,355	35.06	14,779	5.06	33,576	50,592	18.50	-2,237	Corporate	615,509	25.04	327,876	8.40	287,633	451,966	12.09	163,543
55,106	39.95	102,813	35.21	-47,707	66,389	24.27	-11,282	Discounts - Other	711,550	28.94	977,978	25.06	-266,428	1,047,786	28.02	-336,236
0	0.00	0	0.00	0	25,112	9.18	-25,112	Government	102,293	4.16	278,536	7.14	-176,243	279,100	7.46	-176,808
897	0.65	48,194	16.50	-47,297	1,342	0.49	-445	Locally Negotiated Rate	23,815	0.97	661,336	16.95	-637,521	272,548	7.29	-248,733
-577	-0.42	0	0.00	-577	-1,479	-0.54	902	Allowances	-5,694	-0.23	0	0.00	-5,694	-15,491	-0.41	9,797
136,197	98.74	284,310	97.36	-148,113	232,772	85.11	-96,575	Total Transient Revenue	2,166,134	88.12	3,566,392	91.40	-1,400,257	3,316,158	88.67	-1,150,024
0	0.00	0	0.00	0	21,870	8.00	-21,870	Crew (Air)	125,270	5.10	1,505	0.04	123,765	145,598	3.89	-20,328
0	0.00	0	0.00	0	21,870	8.00	-21,870	Total Base Revenues	125,270	5.10	1,505	0.04	123,765	145,598	3.89	-20,328
1,008	0.73	7,711	2.64	-6,703	14,764	5.40	-13,756	Group- Corporate	153,564	6.25	333,997	8.56	-180,433	243,336	6.51	-89,772
1,008	0.73	7,711	2.64	-6,703	14,764	5.40	-13,756	Total Group Revenue	153,564	6.25	333,997	8.56	-180,433	243,336	6.51	-89,772
733	0.53	0	0.00	733	4,084	1.49	-3,351	Guaranteed No-Show	13,318	0.54	0	0.00	13,318	34,695	0.93	-21,377
137,938	100.00	292,021	100.00	-154,083	273,490	100.00	-135,552	Total Rooms Revenue	2,458,287	100.00	3,901,895	100.00	-1,443,608	3,739,788	100.00	-1,281,501
ROOM STATISTICS																
284	19	996	31	-712	871	29	-587	Rack/ Premium Rooms	5,926	26	10,511	27	-4,585	10,295	28	-4,369
499	34	161	5	338	578	19	-79	Corporate Rooms	5,201	23	2,813	7	2,388	4,197	11	1,004
672	45	1,285	40	-613	821	28	-149	Discounts - Other Rooms	7,686	34	9,738	25	-2,052	10,579	28	-2,893
0	0	0	0	0	172	6	-172	Government Rooms	713	3	2,152	6	-1,439	2,053	6	-1,340
13	1	643	20	-630	17	1	-4	Locally Negotiated Corporate Rooms	302	1	10,042	26	-9,740	5,036	14	-4,734
1,468	99	3,084	96	-1,616	2,459	83	-991	Total Transient Stats	19,828	88	35,256	91	-15,428	32,160	87	-12,332
0	0	0	0	0	416	14	-416	Crew (Air) Stats	1,740	8	26	0	1,714	2,790	8	-1,050
0	0	0	0	0	416	14	-416	Total Crew Stats	1,740	8	26	0	1,714	2,790	8	-1,050
12	1	129	4	-117	101	3	-89	Group- Corporate Rooms	1,062	5	3,261	8	-2,199	2,213	6	-1,151
12	1	129	4	-117	101	3	-89	Total Group Stats	1,062	5	3,261	8	-2,199	2,213	6	-1,151
1,480	100	3,213	100	-1,733	2,976	100	-1,496	TOTAL ROOM STATISTICS	22,630	100	38,544	100	-15,914	37,163	100	-14,533
Other Room Stats																
14	1	0	0	14	7	0		7 Comp Rooms	72	0	0	0	72	78	0	-6
2	0	0	0	2	0	0		2 House Use Rooms	2	0	0	0	2	0	0	2
868	59	0	0	868	1,205	40	-337	Multiple Occupancy	10,947	48	0	0	10,947	12,496	34	-1,549
0	0	0	0	0	0	0		0 GNS Stats	0	0	0	0	0	2	0	-2
633	43	0	0	633	179	6		454 Out of Order Rooms	11,684	52	0	0	11,684	1,453	4	10,231

2,824	191	0	0	2,824	4,823	162	-1,999 # of Guests	39,576	175	0	0	39,576	56,105	151	-16,529
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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
114.14		119.00		-4.86	104.27		9.87	Rack/Premium ADR	121.27		125.65		-4.38	124.36		-3.08
96.90		92.00		4.91	87.53		9.38	Corporate ADR	118.34		116.55		1.79	107.69		10.66
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
82.00		80.00		2.01	80.86		1.14	Discount ADR	92.58		100.43		-7.85	99.04		-6.47
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		0.00		0.00	146.00		-146.00	Government ADR	143.47		129.41		14.06	135.95		7.52
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
69.00		75.00		-6.00	78.96		-9.96	Local Negotiated ADR	78.86		65.85		13.00	54.12		24.74
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
92.78		92.17		0.60	94.66		-1.88	Total Transient ADR	109.25		101.16		8.09	103.11		6.13
0.00		0.00		0.00	52.57		-52.57	Crew ADR	71.99		57.00		14.99	52.19		19.81
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
84.00		60.00		24.00	146.18		-62.18	Group - Corporate ADR	144.60		102.41		42.19	109.96		34.64
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
84.00		60.00		24.00	146.18		-62.18	Total Group ADR	144.60		102.41		42.19	109.96		34.64

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
5,624	3.80	7,216	2.25	-1,592	6,785	2.28	-1,161	FD/ Guest Service Reps	49,229	2.18	86,563	2.25	-37,334	88,023	2.37	-38,793
0	0.00	2,774	0.86	-2,774	0	0.00	0	FD/Supervisor	5,161	0.23	32,749	0.85	-27,588	545	0.01	4,616
0	0.00	3,937	1.23	-3,937	1,681	0.56	-1,681	Executive Housekeeper	31,139	1.38	45,351	1.18	-14,212	29,482	0.79	1,657
1,925	1.30	2,434	0.76	-509	3,297	1.11	-1,371	Asst Exec Housekeeper/ Inspectress	15,038	0.66	28,735	0.75	-13,697	27,014	0.73	-11,976
5,534	3.74	18,351	5.71	-12,817	16,155	5.43	-10,621	Housekeepers	74,593	3.30	220,138	5.71	-145,545	181,055	4.87	-106,462
5,625	3.80	6,777	2.11	-1,152	4,156	1.40	1,470	Housemen	37,064	1.64	83,526	2.17	-46,462	50,768	1.37	-13,704
1,443	0.98	2,399	0.75	-956	3,534	1.19	-2,091	Laundry	15,835	0.70	28,779	0.75	-12,944	36,020	0.97	-20,185
0	0.00	4,023	1.25	-4,023	3,536	1.19	-3,536	Comp Breakfast Hostess	10,556	0.47	47,497	1.23	-36,941	48,696	1.31	-38,140
0	0.00	1,523	0.47	-1,523	1,111	0.37	-1,111	Evening Social Host	3,557	0.16	17,981	0.47	-14,424	14,792	0.40	-11,235
3,216	2.17	3,348	1.04	-132	4,385	1.47	-1,170	Night Audit	40,610	1.79	39,528	1.03	1,082	40,091	1.08	519
2,064	1.39	4,083	1.27	-2,019	4,193	1.41	-2,129	Payroll Taxes	23,879	1.06	47,175	1.22	-23,296	40,604	1.09	-16,724
-73	-0.05	954	0.30	-1,027	-335	-0.11	262	Employee Benefits	-427	-0.02	11,448	0.30	-11,875	9,537	0.26	-9,964
-404	-0.27	1,251	0.39	-1,655	4,469	1.50	-4,873	Vacation /PTO	14,673	0.65	15,012	0.39	-339	18,867	0.51	-4,194
1,252	0.85	2,672	0.83	-1,420	1,188	0.40	64	Holiday	4,624	0.20	9,352	0.24	-4,728	8,966	0.24	-4,343
0	0.00	0	0.00	0	200	0.07	-200	Bonus/Incentive Pay	0	0.00	0	0.00	0	610	0.02	-610
606	0.41	0	0.00	606	0	0.00	606	Contract Labor- Housekeepers	23,526	1.04	0	0.00	23,526	0	0.00	23,526
26,813	18.12	61,742	19.22	-34,929	54,356	18.26	-27,543	Total P/R & R/Benefits- Rooms	349,058	15.42	713,834	18.52	-364,776	595,070	16.01	-246,012
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	225	0.07	-225	180	0.06	-180	Newspapers	622	0.03	2,698	0.07	-2,076	2,197	0.06	-1,576
2,408	1.63	10,442	3.25	-8,034	9,783	3.29	-7,375	Comp Breakfast	36,336	1.61	125,268	3.25	-88,932	126,205	3.40	-89,869
0	0.00	100	0.03	-100	0	0.00	0	Comp Breakfast- Equipment	297	0.01	6,100	0.16	-5,803	6,708	0.18	-6,411
0	0.00	300	0.09	-300	440	0.15	-440	Rooms- Promotion	1,459	0.06	3,600	0.09	-2,141	2,512	0.07	-1,053
0	0.00	418	0.13	-418	711	0.24	-711	Kitchen Furnishings	1,152	0.05	5,011	0.13	-3,858	5,541	0.15	-4,388
0	0.00	257	0.08	-257	737	0.25	-737	Laundry Supplies	3,036	0.13	3,084	0.08	-47	3,651	0.10	-615
0	0.00	1,767	0.55	-1,767	5,399	1.81	-5,399	Linen Supplies	6,210	0.27	21,199	0.55	-14,989	23,080	0.62	-16,870
0	0.00	2,540	0.79	-2,540	1,344	0.45	-1,344	Cable TV	14,054	0.62	30,480	0.79	-16,426	29,106	0.78	-15,052
441	0.30	441	0.14	0	441	0.15	0	HSIA Support	5,195	0.23	5,292	0.14	-97	5,292	0.14	-97
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	5,000	0.13	-5,000	0	0.00	0
736	0.50	1,928	0.60	-1,191	-2,332	-0.78	3,069	Reservations Expense	11,104	0.49	23,126	0.60	-12,023	29,756	0.80	-18,652
1,258	0.85	3,117	0.97	-1,859	3,548	1.19	-2,290	Guest Room Supplies	17,184	0.76	37,388	0.97	-20,204	38,688	1.04	-21,504
137	0.09	964	0.30	-827	641	0.22	-504	Cleaning Supplies	6,473	0.29	11,563	0.30	-5,090	11,068	0.30	-4,595
-256	-0.17	418	0.13	-674	407	0.14	-663	Ecolab Core Supplies	3,233	0.14	5,010	0.13	-1,777	5,060	0.14	-1,827
0	0.00	3,534	1.10	-3,534	2,646	0.89	-2,646	Evening Social- Food	7,645	0.34	42,398	1.10	-34,754	38,074	1.02	-30,429
0	0.00	643	0.20	-643	1,228	0.41	-1,228	Evening Social- Beverage	1,955	0.09	7,709	0.20	-5,754	8,927	0.24	-6,973
0	0.00	25	0.01	-25	0	0.00	0	Evening Social- Equipment	253	0.01	300	0.01	-47	1,051	0.03	-798
6,604	4.46	7,551	2.35	-947	11,494	3.86	-4,891	Travel Agents Commission	75,345	3.33	90,578	2.35	-15,233	88,961	2.39	-13,616
0	0.00	250	0.08	-250	0	0.00	0	Uniforms	1,723	0.08	3,000	0.08	-1,277	5,046	0.14	-3,324
0	0.00	0	0.00	0	582	0.20	-582	Walk Expense	973	0.04	0	0.00	973	2,679	0.07	-1,706
212	0.14	0	0.00	212	0	0.00	212	COVID 19 Supplies	2,056	0.09	0	0.00	2,056	0	0.00	2,056
11,541	7.80	34,919	10.87	-23,378	37,250	12.52	-25,709	Total Operating - Rooms	196,304	8.67	428,804	11.13	-232,500	433,603	11.67	-237,298
38,354	25.91	96,661	30.08	-58,307	91,605	30.78	-53,251	Total Expenses- Rooms	545,362	24.10	1,142,639	29.65	-597,276	1,028,673	27.68	-483,310
99,584	67.29	195,360	60.80	-95,776	181,884	61.12	-82,300	Net Income- Rooms	1,912,925	84.53	2,759,256	71.59	-846,331	2,711,115	72.95	-798,190

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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 As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

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FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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TELECOM																
TELEPHONE REVENUES																
-3	0.00	50	0.00	-53	8	0.00	-11	Long Distance	404	0.00	600	0.00	-196	543	0.00	-138
193	0.00	192	0.00	1	188	0.00	5	Internet Access Fees	1,728	0.00	2,304	0.00	-576	2,110	0.00	-382
191	0.00	242	0.00	-51	196	0.00	-6	Total Phone Revenues	2,132	0.00	2,904	0.00	-772	2,653	0.00	-520
COS- Communication																
732	0.51	0	0.00	732	704	0.25	28	COS-Local	733	0.03	0	0.00	733	8,222	0.22	-7,489
0	0.00	691	1,382.00	-691	0	0.00	0	COS-Long Distance	8,005	1,979.13	8,292	1,382.00	-287	0	0.00	8,005
1,430	740.74	1,400	729.17	30	1,400	744.28	30	COS-HSIA ISP	17,070	988.10	16,800	729.17	270	16,800	796.30	270
2,162	0.00	2,091	0.00	71	2,104	0.00	58	Total COS- Comm	25,809	0.00	25,092	0.00	717	25,022	0.00	787
-1,972	0.00	-1,849	0.00	-123	-1,908	0.00	-64	Gross Margin- Comm	-23,677	0.00	-22,188	0.00	-1,489	-22,369	0.00	-1,307
Operating Expenses																
62	0.00	100	0.00	-38	-92	0.00	154	Equipment Cost	1,122	0.00	1,200	0.00	-78	1,200	0.00	-78
0	0.00	0	0.00	0	585	0.00	-585	Equipment Maintenance	68	0.00	0	0.00	68	710	0.00	-643
62	0.00	100	0.00	-38	493	0.00	-431	Total Operating - Comm	1,190	0.00	1,200	0.00	-10	1,910	0.00	-720
2,034	0.00	1,949	0.00	85	2,401	0.00	-367	N.I.- Comm Dept	24,866	0.00	23,388	0.00	1,478	24,279	0.00	587

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
96	2.45	85	1.43	11	37	0.86	60	Laundry/Valet	232	0.42	1,020	1.43	-788	1,147	1.66	-915
0	0.00	0	0.00	0	323	7.60	-323	Movie Income	-22	-0.04	0	0.00	-22	4,436	6.42	-4,457
0	0.00	0	0.00	0	2,279	53.52	-2,279	Gift Shop Sales	0	0.00	0	0.00	0	32,768	47.42	-32,768
321	8.21	350	5.90	-29	85	2.01	236	Vending	4,868	8.87	4,200	5.90	668	5,629	8.15	-761
150	3.83	600	10.12	-450	150	3.52	0	Pet Fees	6,776	12.34	7,200	10.12	-424	6,220	9.00	557
0	0.00	0	0.00	0	0	0.00	0	Fax	0	0.00	0	0.00	0	0	0.00	0
47	1.19	0	0.00	47	-5	-0.12	52	Miscellaneous	122	0.22	0	0.00	122	-10	-0.01	132
139	3.54	300	5.06	-161	0	0.00	139	Late Cancellation Income	2,821	5.14	3,600	5.06	-779	0	0.00	2,821
815	20.81	250	4.22	565	0	0.00	815	Smoking Fee	4,224	7.69	3,000	4.22	1,224	2,250	3.26	1,974
1,389	35.47	1,389	23.42	0	1,389	32.62	0	Space Rental	16,668	30.36	16,668	23.43	0	16,668	24.12	0
0	0.00	0	0.00	0	0	0.00	0	Room Service	3,600	6.56	0	0.00	3,600	0	0.00	3,600
959	24.49	2,956	49.85	-1,997	0	0.00	959	Market Sales	15,619	28.45	35,460	49.84	-19,841	0	0.00	15,619
3,916	100.00	5,930	100.00	-2,014	4,259	100.00	-343	Total Miscellaneous Revenues	54,909	100.00	71,148	100.00	-16,239	69,107	100.00	-14,198
COSales- Miscellaneous																
81	84.56	77	90.00	5	34	93.70	47	COS-Laundry/Valet	194	83.60	918	90.00	-724	961	83.84	-767
334	8.54	0	0.00	334	759	17.82	-425	COS-Movies	6,497	11.83	0	0.00	6,497	7,403	10.71	-906
506	0.00	0	0.00	506	1,376	60.37	-870	COS-Gift Shop	506	0.00	0	0.00	506	18,180	55.48	-17,674
0	0.00	0	0.00	0	0	0.00	0	COS- Room Service	369	0.67	0	0.00	369	0	0.00	369
279	29.11	1,478	50.00	-1,199	0	0.00	279	COS- Market	6,099	39.05	17,730	50.00	-11,631	0	0.00	6,099
0	0.00	0	0.00	0	0	0.00	0	COS- Market Beer/Wine	1	0.00	0	0.00	1	0	0.00	1
1,200	30.66	1,554	26.21	-354	2,169	50.93	-969	Total COS- Miscellaneous	13,666	24.89	18,648	26.21	-4,982	26,545	38.41	-12,879
1,000	83.33	600	100.00	400	450	84.11	550	Banquet Room Rental	8,463	76.27	7,200	100.00	1,263	10,465	80.95	-2,002
0	0.00	0	0.00	0	0	0.00	0	Banquet Room F & B	1,352	12.19	0	0.00	1,352	656	5.07	697
0	0.00	0	0.00	0	0	0.00	0	Banquet Room AV Rental	25	0.23	0	0.00	25	247	1.91	-222
200	3.91	0	0.00	200	85	1.77	115	Banquet Room Setup Service Charge	1,255	1.90	0	0.00	1,255	1,561	1.90	-306
1,200	100.00	600	100.00	600	535	100.00	665	Total Meeting Room Revenues	11,095	100.00	7,200	100.00	3,895	12,928	100.00	-1,833
Cost of Sales- Meeting Room																
3,915	99.99	4,975	83.90	-1,060	2,625	61.63	1,291	Total Miscellaneous Profit	52,338	95.32	59,700	83.91	-7,362	55,491	80.30	-3,152

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,437	3.80	6,666	2.23	-1,229	4,569	1.64	867	General Manager	76,139	3.02	79,992	2.01	-3,853	78,724	2.06	-2,584
4,019	2.81	3,587	1.20	432	2,974	1.07	1,046	Assistant General Manager	42,297	1.68	41,524	1.04	773	30,835	0.81	11,462
0	0.00	0	0.00	0	545	0.20	-545	Operations Manager	0	0.00	0	0.00	0	0	0.00	0
882	0.62	738	0.25	143	647	0.23	235	Payroll Taxes	9,484	0.38	9,368	0.24	116	9,073	0.24	412
1,759	1.23	523	0.18	1,236	2,069	0.74	-309	Employee Benefits	16,633	0.66	6,276	0.16	10,357	7,155	0.19	9,478
217	0.15	0	0.00	217	888	0.32	-672	Vacation /PTO	9,590	0.38	0	0.00	9,590	8,116	0.21	1,475
592	0.41	0	0.00	592	908	0.33	-315	Holiday	3,160	0.13	0	0.00	3,160	1,952	0.05	1,208
0	0.00	0	0.00	0	250	0.09	-250	Bonus/Incentive Pay	1,666	0.07	8,600	0.22	-6,934	7,145	0.19	-5,479
12,906	9.02	11,514	3.86	1,392	12,849	4.62	57	Total P/R & R/B- A&G	158,970	6.30	145,760	3.66	13,210	142,999	3.74	15,971
Operating Expenses- A&G																
517	0.36	2,500	0.84	-1,983	2,679	0.96	-2,162	Employee Relations	2,221	0.09	6,900	0.17	-4,679	7,979	0.21	-5,758
4,000	2.80	2,000	0.67	2,000	2,000	0.72	2,000	Accounting Fees	26,000	1.03	24,000	0.60	2,000	24,000	0.63	2,000
1,365	0.95	1,500	0.50	-135	1,165	0.42	200	Data Processing	18,373	0.73	15,836	0.40	2,537	15,283	0.40	3,090
196	0.14	300	0.10	-104	295	0.11	-99	Office Supplies	3,097	0.12	3,600	0.09	-503	5,223	0.14	-2,126
55	0.04	55	0.02	0	55	0.02	0	Muzak	643	0.03	660	0.02	-17	949	0.02	-307
15	0.01	300	0.10	-285	28	0.01	-14	Travel & Lodging	3,532	0.14	9,000	0.23	-5,468	14,240	0.37	-10,708
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	30	0.00	0	0.00	30	1,242	0.03	-1,212
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	188	0.01	900	0.02	-712	825	0.02	-637
50	0.03	0	0.00	50	200	0.07	-150	Licenses and Permits	3,777	0.15	3,428	0.09	349	4,033	0.11	-256
228	0.16	60	0.02	168	188	0.07	40	Postage	958	0.04	720	0.02	238	1,353	0.04	-395
0	0.00	70	0.02	-70	405	0.15	-405	Recruitment	900	0.04	1,520	0.04	-620	1,907	0.05	-1,007
285	0.20	180	0.06	105	170	0.06	115	Employment Screening/ Drug Testing	2,082	0.08	2,160	0.05	-78	2,242	0.06	-160
0	0.00	0	0.00	0	2,447	0.88	-2,447	Training	2,260	0.09	2,050	0.05	210	3,568	0.09	-1,308
0	0.00	0	0.00	0	983	0.35	-983	Bad Debt	0	0.00	0	0.00	0	983	0.03	-983
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	0	0.00	0	0.00	0	174	0.00	-174
0	0.00	0	0.00	0	0	0.00	0	Security Service	78	0.00	0	0.00	78	8,922	0.23	-8,844
150	0.10	165	0.06	-15	150	0.05	0	Dues/Subscriptions	2,113	0.08	1,980	0.05	133	4,360	0.11	-2,247
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	277	0.01	-277
3,619	2.53	7,559	2.53	-3,940	7,461	2.68	-3,842	Credit Card Commissions	55,254	2.19	100,774	2.53	-45,520	95,977	2.51	-40,723
3,909	2.73	0	0.00	3,909	6,044	2.17	-2,136	Cash Over/Short	-554	-0.02	0	0.00	-554	-2,543	-0.07	1,989
0	0.00	98	0.03	-98	101	0.04	-101	Equipment Rental	1,120	0.04	1,576	0.04	-456	1,655	0.04	-535
437	0.31	350	0.12	87	671	0.24	-234	Payroll Services	5,456	0.22	3,850	0.10	1,606	6,409	0.17	-953
531	0.37	1,483	0.50	-952	1,414	0.51	-883	Bank Charges	13,828	0.55	17,796	0.45	-3,968	17,718	0.46	-3,889
634	0.44	0	0.00	634	1,266	0.46	-633	Chargebacks	2,711	0.11	0	0.00	2,711	5,504	0.14	-2,793
1,753	1.23	1,000	0.33	753	1,735	0.62	18	Workers Comp Insurance	12,553	0.50	13,120	0.33	-567	15,067	0.39	-2,514
17,744	12.40	17,695	5.93	48	29,534	10.61	-11,790	Total Operating- A&G	156,619	6.20	209,870	5.27	-53,251	237,344	6.21	-80,726
30,649	21.43	29,210	9.78	1,440	42,383	15.23	-11,733	Total Expenses- A&G	315,589	12.50	355,630	8.93	-40,041	380,343	9.95	-64,755

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
5,586	3.90	5,949	1.99	-363	7,353	2.64	-1,767	Director of Sales	61,776	2.45	68,868	1.73	-7,092	49,033	1.28	12,743
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	110	0.00	0	0.00	110	183	0.00	-72
452	0.32	1,161	0.39	-709	815	0.29	-363	Revenue Management	6,896	0.27	13,931	0.35	-7,035	10,190	0.27	-3,294
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.02	2,066	0.05	-1,549	0	0.00	516
471	0.33	451	0.15	19	0	0.00	471	Payroll Taxes	4,920	0.19	5,518	0.14	-598	2,819	0.07	2,102
1,749	1.22	642	0.22	1,107	0	0.00	1,749	Employee Benefits	13,753	0.54	7,704	0.19	6,049	2,360	0.06	11,393
-259	-0.18	0	0.00	-259	0	0.00	-259	Vacation / PTO	4,165	0.17	0	0.00	4,165	0	0.00	4,165
523	0.37	0	0.00	523	735	0.26	-212	Holiday	1,778	0.07	0	0.00	1,778	947	0.02	832
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	247	0.01	4,132	0.10	-3,885	2,155	0.06	-1,908
8,522	5.96	8,375	2.81	147	8,904	3.20	-381	Total P/R & R/B- Sales	94,162	3.73	102,218	2.57	-8,056	67,686	1.77	26,477
Operating Expenses- Sales																
0	0.00	20	0.01	-20	0	0.00	0	Printing & Stationary	0	0.00	240	0.01	-240	0	0.00	0
0	0.00	20	0.01	-20	0	0.00	0	Office Supplies	203	0.01	240	0.01	-37	575	0.02	-372
0	0.00	25	0.01	-25	3,862	1.39	-3,862	Travel & Lodging	1,956	0.08	3,025	0.08	-1,069	9,619	0.25	-7,663
0	0.00	30	0.01	-30	0	0.00	0	Meals & Entertainment	80	0.00	360	0.01	-280	1,361	0.04	-1,281
0	0.00	100	0.03	-100	29	0.01	-29	Promotions	190	0.01	1,900	0.05	-1,710	878	0.02	-688
0	0.00	50	0.02	-50	0	0.00	0	Telephone	100	0.00	600	0.02	-500	300	0.01	-200
0	0.00	0	0.00	0	0	0.00	0	Sales Training	1,787	0.07	2,000	0.05	-213	150	0.00	1,637
132	0.09	0	0.00	132	0	0.00	132	Dues & Subscriptions	4,584	0.18	3,071	0.08	1,513	6,806	0.18	-2,222
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	0	0.00	0	200	0.07	-200	e Commerce Costs	100	0.00	400	0.01	-300	3,293	0.09	-3,193
514	0.36	450	0.15	64	1,575	0.57	-1,061	Brand Paid Search	9,385	0.37	5,400	0.14	3,985	10,685	0.28	-1,300
0	0.00	200	0.07	-200	0	0.00	0	Internet Advertising	0	0.00	800	0.02	-800	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Magazine Advertising	0	0.00	0	0.00	0	1,115	0.03	-1,115
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
646	0.45	895	0.30	-249	5,666	2.04	-5,020	Total Operating- Sales	18,386	0.73	18,761	0.47	-375	34,802	0.91	-16,417
9,168	6.41	9,270	3.11	-102	14,570	5.24	-5,402	Total Expenses-Sales	112,548	4.46	120,979	3.04	-8,432	102,488	2.68	10,060

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
2,008	1.36	4,461	1.39	-2,453	3,699	1.24	-1,691	Chief Engineer	27,458	1.21	51,273	1.33	-23,815	53,301	1.43	-25,843
1,649	1.11	2,552	0.79	-903	1,994	0.67	-345	General Maintenance	11,241	0.50	30,624	0.79	-19,383	27,428	0.74	-16,188
345	0.23	463	0.14	-117	536	0.18	-190	Payroll Taxes	3,396	0.15	5,405	0.14	-2,009	6,011	0.16	-2,615
0	0.00	517	0.16	-517	488	0.16	-488	Employee Benefits	3,838	0.17	6,204	0.16	-2,366	5,908	0.16	-2,070
0	0.00	0	0.00	0	617	0.21	-617	Holiday	618	0.03	0	0.00	618	2,116	0.06	-1,498
350	0.24	0	0.00	350	225	0.08	125	Vacation /PTO	5,312	0.23	0	0.00	5,312	4,825	0.13	487
4,351	2.94	7,993	2.49	-3,641	7,559	2.54	-3,207	Total P/R & Related Expenses- Maintenance	51,862	2.29	93,506	2.43	-41,644	99,590	2.68	-47,728
Operating Expenses- R & M																
0	0.00	257	0.08	-257	78	0.03	-78	Laundry Equipment	262	0.01	3,084	0.08	-2,822	4,719	0.13	-4,457
113	0.08	900	0.28	-787	886	0.30	-773	Building Maintenance	1,095	0.05	10,792	0.28	-9,697	10,571	0.28	-9,476
0	0.00	257	0.08	-257	179	0.06	-179	Light Bulbs	718	0.03	3,084	0.08	-2,366	2,763	0.07	-2,046
0	0.00	161	0.05	-161	227	0.08	-227	Electrical & Mechanical	451	0.02	1,927	0.05	-1,476	970	0.03	-519
0	0.00	964	0.30	-964	0	0.00	0	HVAC	1,924	0.09	11,563	0.30	-9,639	7,581	0.20	-5,657
205	0.14	643	0.20	-437	201	0.07	5	Plumbing & Boiler	9,151	0.40	7,709	0.20	1,442	8,579	0.23	572
172	0.12	257	0.08	-86	172	0.06	0	Pool	2,297	0.10	3,084	0.08	-786	2,970	0.08	-673
0	0.00	850	0.26	-850	4,352	1.46	-4,352	Grounds & Landscaping	7,863	0.35	13,100	0.34	-5,237	13,768	0.37	-5,905
0	0.00	0	0.00	0	0	0.00	0	Interior Plants	248	0.01	0	0.00	248	0	0.00	248
0	0.00	0	0.00	0	0	0.00	0	Signage	1,010	0.04	0	0.00	1,010	45	0.00	965
0	0.00	161	0.05	-161	0	0.00	0	Furniture & Fixtures	-2,379	-0.11	1,927	0.05	-4,307	3,282	0.09	-5,661
29	0.02	193	0.06	-164	41	0.01	-12	Painting	326	0.01	2,313	0.06	-1,987	1,397	0.04	-1,071
183	0.12	200	0.06	-17	1,572	0.53	-1,390	Carpet & Floor	325	0.01	5,700	0.15	-5,375	4,640	0.12	-4,315
0	0.00	0	0.00	0	0	0.00	0	Window Treatments	0	0.00	0	0.00	0	638	0.02	-638
0	0.00	30	0.01	-30	30	0.01	-30	Telephone	60	0.00	360	0.01	-300	355	0.01	-295
0	0.00	257	0.08	-257	38	0.01	-38	Kitchen Equipment	2,390	0.11	3,084	0.08	-693	5,016	0.13	-2,625
0	0.00	96	0.03	-96	0	0.00	0	Locks & Keys	155	0.01	1,156	0.03	-1,001	1,033	0.03	-878
0	0.00	257	0.08	-257	919	0.31	-919	Radio & TV	285	0.01	3,084	0.08	-2,799	4,125	0.11	-3,840
375	0.25	800	0.25	-425	510	0.17	-135	Exterminating	6,177	0.27	9,600	0.25	-3,423	9,855	0.27	-3,678
4,535	3.06	98	0.03	4,437	0	0.00	4,535	Fire & Safety	6,826	0.30	3,007	0.08	3,819	8,698	0.23	-1,871
0	0.00	200	0.06	-200	250	0.08	-250	Elevator	5,189	0.23	6,344	0.16	-1,155	8,898	0.24	-3,709
5,611	3.79	6,580	2.05	-969	9,454	3.18	-3,843	Total Operating - R & M	44,373	1.96	90,916	2.36	-46,544	99,901	2.69	-55,528
9,963	6.73	14,573	4.54	-4,610	17,013	5.72	-7,050	Total Expenses- R & M	96,235	4.25	184,422	4.78	-88,187	199,491	5.37	-103,256

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
7,371	4.98	8,793	2.74	-1,422	7,470	2.51	-99	Electricity	136,849	6.05	156,888	4.07	-20,039	148,554	4.00	-11,705
809	0.55	1,868	0.58	-1,059	1,990	0.67	-1,181	Gas	7,638	0.34	16,861	0.44	-9,223	13,497	0.36	-5,859
3,714	2.51	2,829	0.88	885	5,486	1.84	-1,773	Water & Sewer	40,356	1.78	39,206	1.02	1,150	41,398	1.11	-1,042
1,456	0.98	1,140	0.35	316	755	0.25	701	Waste Removal	11,524	0.51	13,680	0.35	-2,156	12,815	0.34	-1,291
13,350	9.02	14,630	4.55	-1,280	15,701	5.28	-2,351	Total Expenses- Utilities	196,367	8.68	226,635	5.88	-30,268	216,263	5.82	-19,897

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
7,853	5.69	16,078	5.51	-8,225	15,042	5.50	-7,189	Franchise Fees/ Royalties	135,845	5.53	214,802	5.51	-78,958	205,715	5.50	-69,871
4,997	3.62	10,231	3.50	-5,234	9,572	3.50	-4,575	Advertising	86,347	3.51	136,692	3.50	-50,346	131,644	3.52	-45,297
1,997	1.45	7,388	2.53	-5,392	2,142	0.78	-145	Frequent Traveler	58,576	2.38	98,718	2.53	-40,142	95,565	2.56	-36,989
1,035	0.75	0	0.00	1,035	0	0.00	1,035	Brand Guest Fees	2,627	0.11	0	0.00	2,627	2,272	0.06	355
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	0	0.00	0	0.00	0	850	0.02	-850
15,882	11.51	33,697	11.54	-17,815	26,756	9.78	-10,874	Total Franchise Fees Expense	283,394	11.53	450,212	11.54	-166,819	436,046	11.66	-152,652

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,576	2.50	7,470	2.50	-3,894	6,957	2.50	-3,381	Management Fees	63,106	2.50	99,579	2.50	-36,473	95,573	2.50	-32,467
11,004	7.69	0	0.00	11,004	0	0.00	11,004	Management Fees- Owner	26,245	1.04	0	0.00	26,245	0	0.00	26,245
14,580	10.19	7,470	2.50	7,110	6,957	2.50	7,623	Total Management Fees Expense	89,351	3.54	99,579	2.50	-10,228	95,573	2.50	-6,222

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
14,206	9.93	14,205	4.76	0	13,792	4.96	414	Ground Lease	169,224	6.70	168,810	4.24	414	164,295	4.30	4,929
8,329	5.82	12,563	4.21	-4,234	-108,900	-39.13	117,228	FF & E Reserve	99,942	3.96	150,756	3.79	-50,814	0	0.00	99,942
15,136	10.58	15,136	5.07	0	7,655	2.75	7,481	Real Estate Tax	181,628	7.20	181,628	4.56	0	170,714	4.47	10,914
0	0.00	0	0.00	0	0	0.00	0	Personal Property Tax	70	0.00	0	0.00	70	0	0.00	70
6,247	4.37	5,377	1.80	870	5,135	1.85	1,112	Insurance	66,748	2.64	64,419	1.62	2,329	61,546	1.61	5,203
43,918	30.70	47,281	15.84	-3,364	-82,318	-29.58	126,235	TOTAL FIXED EXPENSES	517,613	20.51	565,613	14.21	-48,001	396,555	10.38	121,057

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	406	0.15	-406	Owners Expense	11,187	0.44	0	0.00	11,187	16,882	0.44	-5,695
38,823	27.14	0	0.00	38,823	31,981	11.49	6,842	Depreciation	465,876	18.46	0	0.00	465,876	459,034	12.01	6,842
2,963	2.07	0	0.00	2,963	4,030	1.45	-1,067	Amortization Expense	35,556	1.41	0	0.00	35,556	36,623	0.96	-1,067
32,498	22.72	32,498	10.89	0	32,499	11.68	-1	Interest Expense	389,798	15.44	389,981	9.80	-183	392,552	10.27	-2,754
14,904	10.42	2,988	1.00	11,916	2,769	1.00	12,135	Asset Management Fee	25,243	1.00	39,831	1.00	-14,589	38,169	1.00	-12,926
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	0	0.00	0	0.00	0	-1,737	-0.05	1,737
2,623	1.83	0	0.00	2,623	0	0.00	2,623	Uninsured Loss	5,987	0.24	0	0.00	5,987	0	0.00	5,987
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	8,251	0.33	0	0.00	8,251	0	0.00	8,251
0	0.00	0	0.00	0	2,138	0.77	-2,138	GB 1 YE AJE	0	0.00	0	0.00	0	2,138	0.06	-2,138
0	0.00	0	0.00	0	6,808	2.45	-6,808	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	6,808	0.18	-6,808
91,811	64.18	35,486	11.89	56,325	80,630	28.97	11,181	Total Other	941,898	37.31	429,812	10.80	512,086	950,468	24.87	-8,570

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
4,247		4,247		0	4,247		0	Total Rooms Available	50,142		50,142		0	50,005		137
1,572		2,803		-1,231	2,816		-1,244	Total Rooms Sold	23,465		39,303		-15,838	38,538		-15,073
37.01%		66.00%		-28.99%	66.31%		-29.29%	Occupancy %	46.80%		78.38%		-31.59%	77.07%		-30.27%
97.00		114.65		-17.65	112.97		-15.98	Average Rate	102.21		124.61		-22.39	122.92		-20.71
35.90		75.67		-39.76	74.91		-39.01	REVPAR	47.83		97.67		-49.84	94.73		-46.90
REVENUES																
152,478	96.90	321,355	96.12	-168,878	318,132	95.61	-165,654	ROOMS	2,398,460	96.93	4,897,507	96.44	-2,499,048	4,737,148	96.39	-2,338,688
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
4,880	3.10	12,970	3.88	-8,089	14,604	4.39	-9,723	MISCELLANEOUS	76,076	3.07	180,865	3.56	-104,788	177,531	3.61	-101,454
157,358	100.00	334,325	100.00	-176,967	332,736	100.00	-175,378	TOTAL REVENUES	2,474,536	100.00	5,078,372	100.00	-2,603,836	4,914,679	100.00	-2,440,143
DEPARTMENT EXPENSES																
33,518	21.98	88,364	27.50	-54,846	82,262	25.86	-48,745	ROOMS EXPENSE	603,045	25.14	1,159,940	23.68	-556,895	1,080,701	22.81	-477,656
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
1,368	28.03	2,581	19.90	-1,213	3,980	27.26	-2,613	MISCELLANEOUS EXPENSE	15,222	20.01	37,992	21.01	-22,770	45,419	25.58	-30,197
34,885	22.17	90,945	27.20	-56,059	86,243	25.92	-51,357	TOTAL DEPARTMENTAL EXPENSES	618,267	24.99	1,197,932	23.59	-579,665	1,126,120	22.91	-507,853
DEPARTMENTAL PROFIT																
118,960	78.02	232,992	72.50	-114,031	235,870	74.14	-116,910	ROOMS PROFIT	1,795,415	74.86	3,737,567	76.32	-1,942,153	3,656,447	77.19	-1,861,032
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
3,512	71.97	10,389	80.10	-6,876	10,623	72.74	-7,111	MISCELLANEOUS PROFIT	60,855	79.99	142,872	78.99	-82,018	132,112	74.42	-71,257
122,473	77.83	243,380	72.80	-120,908	246,493	74.08	-124,020	TOTAL DEPARTMENTAL PROFIT	1,856,269	75.01	3,880,440	76.41	-2,024,171	3,788,559	77.09	-1,932,289
31,076	19.75	35,607	10.65	-4,531	33,274	10.00	-2,199	A & G EXPENSE	316,959	12.81	419,392	8.26	-102,433	418,554	8.52	-101,595
2,189	1.39	1,810	0.54	379	1,621	0.49	569	TELECOM	24,712	1.00	21,720	0.43	2,992	21,593	0.44	3,119
10,835	6.89	13,182	3.94	-2,347	11,481	3.45	-646	SALES & MARKETING EXPENSES	136,500	5.52	178,799	3.52	-42,299	158,316	3.22	-21,816
18,453	11.73	36,836	11.02	-18,383	35,092	10.55	-16,639	FRANCHISE FEES	265,443	10.73	560,844	11.04	-295,401	545,673	11.10	-280,230
8,021	5.10	14,923	4.46	-6,901	16,321	4.90	-8,299	MAINTENANCE EXPENSES	109,342	4.42	196,311	3.87	-86,969	201,456	4.10	-92,114
14,010	8.90	17,180	5.14	-3,170	18,194	5.47	-4,185	UTILITIES EXPENSE	157,394	6.36	205,655	4.05	-48,261	200,109	4.07	-42,715
84,584	53.75	119,537	35.75	-34,953	115,983	34.86	-31,399	TOTAL ADMIN EXPENSES	1,010,349	40.83	1,582,720	31.17	-572,371	1,545,701	31.45	-535,352
37,889	24.08	123,844	37.04	-85,955	130,510	39.22	-92,621	HOUSE PROFIT	845,920	34.19	2,297,720	45.25	-1,451,800	2,242,858	45.64	-1,396,938
FIXED EXPENSES																
14,943	9.50	8,363	2.50	6,580	8,318	2.50	6,625	MANAGEMENT FEES	88,083	3.56	127,016	2.50	-38,933	122,976	2.50	-34,893
82,291	52.30	77,009	23.03	5,282	-137,366	-41.28	219,657	FIXED EXPENSES	976,152	39.45	962,382	18.95	13,770	699,513	14.23	276,639

-59,345	-37.71	38,472	11.51	-97,817	259,558	78.01	-318,903	NET OPERATING INCOME	-218,315	-8.82	1,208,321	23.79	-1,426,636	1,420,369	28.90	-1,638,684
153,245	97.39	52,820	15.80	100,425	130,493	39.22	22,752	Other	1,447,409	58.49	644,508	12.69	802,901	1,475,758	30.03	-28,349
-212,590	-135.10	-14,348	-4.29	-198,242	129,065	38.79	-341,655	N.I. after Other	-1,665,724	-67.31	563,813	11.10	-2,229,537	-55,389	-1.13	-1,610,335
-146,580		-14,348		-132,232	177,784		-324,364	Cash before Depreciation/Amortization	-873,604		563,813		-1,437,417	719,440		-1,593,044

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
14,084	9.24	112,229	34.92	-98,145	74,388	23.38	-60,304	Rack/ Premium	497,890	20.76	1,604,669	32.77	-1,106,779	1,429,572	30.18	-931,682
22,098	14.49	36,628	11.40	-14,531	51,834	16.29	-29,736	Corporate	489,192	20.40	638,976	13.05	-149,784	633,908	13.38	-144,716
89,038	58.39	80,724	25.12	8,314	77,367	24.32	11,671	Discounts - Other	774,882	32.31	1,131,640	23.11	-356,758	1,047,821	22.12	-272,939
1,872	1.23	27,091	8.43	-25,219	21,672	6.81	-19,800	Government	142,994	5.96	367,931	7.51	-224,937	402,517	8.50	-259,523
15,429	10.12	23,053	7.17	-7,624	49,928	15.69	-34,499	Locally Negotiated Rate	324,530	13.53	532,004	10.86	-207,474	548,201	11.57	-223,671
-557	-0.37	0	0.00	-557	-1,443	-0.45	886	Allowances	-13,276	-0.55	0	0.00	-13,276	-10,025	-0.21	-3,251
141,962	93.10	279,725	87.05	-137,763	273,745	86.05	-131,783	Total Transient Revenue	2,216,212	92.40	4,275,220	87.29	-2,059,008	4,051,994	85.54	-1,835,782
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
9,660	6.34	41,630	12.95	-31,970	43,804	13.77	-34,144	Group- Corporate	171,209	7.14	622,287	12.71	-451,079	673,358	14.21	-502,149
9,660	6.34	41,630	12.95	-31,970	43,804	13.77	-34,144	Total Group Revenue	171,209	7.14	622,287	12.71	-451,079	673,358	14.21	-502,149
855	0.56	0	0.00	855	583	0.18	273	Guaranteed No-Show	11,039	0.46	0	0.00	11,039	11,797	0.25	-757
152,478	100.00	321,355	100.00	-168,878	318,132	100.00	-165,654	Total Rooms Revenue	2,398,460	100.00	4,897,507	100.00	-2,499,048	4,737,148	100.00	-2,338,688
ROOM STATISTICS																
128	8	785	28	-657	532	19	-404	Rack/ Premium Rooms	3,619	15	10,728	27	-7,109	9,768	25	-6,149
167	11	308	11	-141	447	16	-280	Corporate Rooms	4,359	19	5,220	13	-861	5,156	13	-797
1,003	64	897	32	106	787	28	216	Discounts - Other Rooms	8,947	38	10,189	26	-1,242	9,406	24	-459
16	1	224	8	-208	174	6	-158	Government Rooms	1,211	5	3,029	8	-1,818	3,337	9	-2,126
184	12	224	8	-40	518	18	-334	Locally Negotiated Corporate Rooms	3,808	16	4,917	13	-1,109	5,179	13	-1,371
1,498	95	2,439	87	-941	2,458	87	-960	Total Transient Stats	21,944	94	34,084	87	-12,140	32,846	85	-10,902
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
74	5	364	13	-290	358	13	-284	Group- Corporate Rooms	1,521	6	5,219	13	-3,698	5,692	15	-4,171
74	5	364	13	-290	358	13	-284	Total Group Stats	1,521	6	5,219	13	-3,698	5,692	15	-4,171
1,572	100	2,803	100	-1,231	2,816	100	-1,244	TOTAL ROOM STATISTICS	23,465	100	39,303	100	-15,838	38,538	100	-15,073
Other Room Stats																
3	0	0	0	3	3	0	0	Comp Rooms	40	0	0	0	40	126	0	-86
658	42	0	0	658	1,140	40	-482	Multiple Occupancy	8,004	34	0	0	8,004	13,149	34	-5,145
487	31	0	0	487	84	3	403	Out of Order Rooms	4,496	19	0	0	4,496	467	1	4,029
2,683	171	0	0	2,683	4,583	163	-1,900	# of Guests	36,020	154	0	0	36,020	59,737	155	-23,717

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ADR																
110.03		143.00		-32.97	139.83		-29.80	Rack/Premium ADR	137.58		149.57		-11.99	146.35		-8.78
132.32		118.80		13.53	115.96		16.36	Corporate ADR	112.23		122.41		-10.19	122.95		-10.72
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
88.77		90.00		-1.23	98.31		-9.53	Discount ADR	86.61		111.06		-24.45	111.40		-24.79
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
116.98		120.81		-3.84	124.55		-7.58	Government ADR	118.08		121.45		-3.37	120.62		-2.54
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
83.85		102.81		-18.95	96.39		-12.53	Local Negotiated ADR	85.22		108.20		-22.98	105.85		-20.63
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
94.77		114.71		-19.94	111.37		-16.60	Total Transient ADR	100.99		125.43		-24.44	123.36		-22.37
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
130.54		114.25		16.29	122.36		8.18	Group - Corporate ADR	112.56		119.23		-6.67	118.30		-5.74
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
130.54		114.25		16.29	122.36		8.18	Total Group ADR	112.56		119.23		-6.67	118.30		-5.74

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

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Payroll & Related Expense																
4,583	2.92	5,960	2.13	-1,377	5,991	2.13	-1,408	FD/ Guest Service Reps	49,229	2.10	83,568	2.13	-34,339	77,156	2.00	-27,926
-110	-0.07	3,909	1.39	-4,019	3,232	1.15	-3,342	Executive Housekeeper	38,026	1.62	45,707	1.16	-7,681	43,194	1.12	-5,168
1,904	1.21	2,301	0.82	-397	1,390	0.49	514	Asst Exec Housekeeper/ Inspectress	6,629	0.28	27,168	0.69	-20,539	19,408	0.50	-12,780
8,003	5.09	13,208	4.71	-5,205	8,737	3.10	-734	Housekeepers	95,206	4.06	185,196	4.71	-89,990	176,715	4.59	-81,510
242	0.15	5,282	1.88	-5,040	4,856	1.72	-4,615	Housemen	32,275	1.38	62,359	1.59	-30,084	57,868	1.50	-25,594
1,210	0.77	2,826	1.01	-1,616	2,502	0.89	-1,291	Laundry	9,038	0.39	39,629	1.01	-30,591	33,267	0.86	-24,228
0	0.00	4,464	1.59	-4,464	4,439	1.58	-4,439	Comp Breakfast Hostess	11,136	0.47	52,704	1.34	-41,568	52,655	1.37	-41,519
0	0.00	1,177	0.42	-1,177	998	0.35	-998	Evening Social Host	2,889	0.12	13,896	0.35	-11,007	13,582	0.35	-10,693
3,117	1.98	3,308	1.18	-191	3,346	1.19	-229	Night Audit	38,605	1.65	39,059	0.99	-454	38,750	1.01	-145
1,957	1.24	4,181	1.49	-2,224	4,205	1.49	-2,248	Payroll Taxes	27,784	1.18	50,652	1.29	-22,867	47,633	1.24	-19,849
434	0.28	1,152	0.41	-718	1,171	0.42	-737	Employee Benefits	8,669	0.37	13,824	0.35	-5,155	13,268	0.34	-4,599
-2,746	-1.75	925	0.33	-3,671	5,419	1.92	-8,165	Vacation /PTO	38,736	1.65	11,100	0.28	27,636	15,517	0.40	23,218
1,340	0.85	4,000	1.43	-2,660	3,542	1.26	-2,202	Holiday	6,306	0.27	13,400	0.34	-7,094	14,060	0.36	-7,755
0	0.00	150	0.05	-150	0	0.00	0	Bonus/Incentive Pay	0	0.00	1,800	0.05	-1,800	200	0.01	-200
19,933	12.68	52,843	18.85	-32,909	49,827	17.69	-29,894	Total P/R & R/Benefits- Rooms	364,528	15.53	640,062	16.29	-275,534	603,275	15.65	-238,747
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	112	0.04	-112	113	0.04	-113	Newspapers	351	0.01	1,572	0.04	-1,221	1,499	0.04	-1,148
2,576	1.64	10,371	3.70	-7,795	8,782	3.12	-6,206	Comp Breakfast	56,685	2.42	145,421	3.70	-88,736	137,953	3.58	-81,268
0	0.00	0	0.00	0	21	0.01	-21	Comp Breakfast- Equipment	416	0.02	6,000	0.15	-5,584	1,751	0.05	-1,335
0	0.00	364	0.13	-364	608	0.22	-608	Rooms- Promotion	2,165	0.09	5,109	0.13	-2,944	5,669	0.15	-3,503
0	0.00	56	0.02	-56	0	0.00	0	Guest Transportation	0	0.00	786	0.02	-786	20	0.00	-20
0	0.00	308	0.11	-308	917	0.33	-917	Kitchen Furnishings	1,649	0.07	4,323	0.11	-2,675	5,394	0.14	-3,746
0	0.00	168	0.06	-168	0	0.00	0	Laundry Supplies	1,033	0.04	2,358	0.06	-1,325	2,109	0.05	-1,076
0	0.00	1,300	0.46	-1,300	1,264	0.45	-1,264	Linen Supplies	9,240	0.39	22,367	0.57	-13,127	19,007	0.49	-9,767
1,852	1.18	1,801	0.64	51	1,801	0.64	51	Cable TV	20,440	0.87	21,612	0.55	-1,172	21,503	0.56	-1,063
480	0.31	480	0.17	0	480	0.17	0	HSIA Support	5,807	0.25	5,754	0.15	53	5,904	0.15	-97
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	3,620	0.15	10,100	0.26	-6,480	1,019	0.03	2,601
1,250	0.80	1,654	0.59	-404	1,545	0.55	-295	Reservations Expense	15,166	0.65	23,189	0.59	-8,023	21,350	0.55	-6,184
2,527	1.61	2,971	1.06	-444	2,505	0.89	22	Guest Room Supplies	22,868	0.97	41,661	1.06	-18,793	40,513	1.05	-17,644
314	0.20	533	0.19	-219	210	0.07	103	Cleaning Supplies	3,873	0.17	7,468	0.19	-3,595	7,264	0.19	-3,391
483	0.31	415	0.15	68	276	0.10	206	Ecolab Core Supplies	5,446	0.23	6,610	0.17	-1,164	6,155	0.16	-709
0	0.00	4,485	1.60	-4,485	4,244	1.51	-4,244	Evening Social- Food	14,302	0.61	62,885	1.60	-48,583	59,802	1.55	-45,500
0	0.00	841	0.30	-841	912	0.32	-912	Evening Social- Beverage	2,728	0.12	11,791	0.30	-9,063	10,927	0.28	-8,199
0	0.00	0	0.00	0	0	0.00	0	Evening Social- Equipment	163	0.01	0	0.00	163	90	0.00	73
3,257	2.07	9,362	3.34	-6,105	8,670	3.08	-5,413	Travel Agents Commission	68,200	2.91	131,272	3.34	-63,072	126,658	3.29	-58,459
225	0.14	300	0.11	-75	87	0.03	138	Uniforms	770	0.03	7,600	0.19	-6,830	2,111	0.05	-1,341
0	0.00	0	0.00	0	0	0.00	0	Contract Cleaning	0	0.00	2,000	0.05	-2,000	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	0	0.00	0	0.00	0	729	0.02	-729
621	0.40	0	0.00	621	0	0.00	621	COVID 19 Supplies	3,596	0.15	0	0.00	3,596	0	0.00	3,596
13,584	8.64	35,521	12.67	-21,937	32,435	11.52	-18,851	Total Operating - Rooms	238,517	10.16	519,878	13.23	-281,361	477,427	12.39	-238,910
33,518	21.32	88,364	31.52	-54,846	82,262	29.21	-48,745	Total Expenses- Rooms	603,045	25.70	1,159,940	29.51	-556,895	1,080,701	28.04	-477,656
118,960	75.67	232,992	83.12	-114,031	235,870	83.76	-116,910	Net Income- Rooms	1,795,415	76.51	3,737,567	95.10	-1,942,153	3,656,447	94.88	-1,861,032

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
8	0.00	0	0.00	8	7	0.00	1	Local	129	0.00	0	0.00	129	63	0.00	66
6	0.00	15	0.00	-9	11	0.00	-5	Long Distance	154	0.00	180	0.00	-26	130	0.00	24
267	0.00	175	0.00	92	604	0.00	-337	Internet Access Fees	1,069	0.00	2,100	0.00	-1,031	2,181	0.00	-1,112
281	0.00	190	0.00	91	622	0.00	-340	Total Phone Revenues	1,353	0.00	2,280	0.00	-927	2,374	0.00	-1,021
COS- Communication																
1,136	0.72	600	0.18	536	851	0.26	285	COS-Local	9,816	0.40	7,200	0.14	2,616	7,232	0.15	2,584
1,234	461.80	1,300	742.86	-66	1,291	213.84	-57	COS-HSIA ISP	14,890	1,392.52	15,600	742.86	-710	15,535	712.24	-646
2,370	0.00	1,900	0.00	470	2,142	0.00	228	Total COS- Comm	24,706	0.00	22,800	0.00	1,906	22,767	0.00	1,939
-2,089	0.00	-1,710	0.00	-379	-1,521	0.00	-569	Gross Margin- Comm	-23,353	0.00	-20,520	0.00	-2,833	-20,393	0.00	-2,960
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,142	0.00	1,200	0.00	-58	1,200	0.00	-58
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	217	0.00	0	0.00	217	0	0.00	217
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,359	0.00	1,200	0.00	159	1,200	0.00	159
2,189	0.00	1,810	0.00	379	1,621	0.00	569	N.I.- Comm Dept	24,712	0.00	21,720	0.00	2,992	21,593	0.00	3,119

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	200	4.15	-200	171	3.80	-171	Laundry/Valet	102	0.22	2,400	3.72	-2,298	2,889	4.83	-2,788
0	0.00	0	0.00	0	3,285	73.00	-3,285	Gift Shop Sales	0	0.00	0	0.00	0	40,458	67.66	-40,458
210	4.53	340	7.05	-130	234	5.20	-24	Vending	2,349	5.09	4,080	6.33	-1,731	3,707	6.20	-1,357
750	16.17	0	0.00	750	200	4.44	550	Pet Fees	9,687	20.99	0	0.00	9,687	1,000	1.67	8,687
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	15	0.03	0	0.00	15	108	0.18	-93
613	13.21	750	15.56	-137	460	10.22	153	Late Cancellation Income	3,700	8.02	9,000	13.96	-5,300	8,582	14.35	-4,883
750	16.17	250	5.19	500	150	3.33	600	Smoking Fee	3,657	7.92	3,000	4.65	657	3,048	5.10	608
1,983	42.74	2,298	47.69	-316	0	0.00	1,983	Market Sales	20,459	44.33	32,228	49.99	-11,770	0	0.00	20,459
334	7.19	981	20.36	-647	0	0.00	334	Market Sales- Beer/Wine	6,178	13.39	13,756	21.34	-7,578	0	0.00	6,178
4,639	100.00	4,820	100.00	-180	4,500	100.00	139	Total Miscellaneous Revenues	46,146	100.00	64,465	100.00	-18,318	59,792	100.00	-13,646
COSales- Miscellaneous																
0	0.00	180	90.00	-180	171	100.00	-171	COS-Laundry/Valet	171	167.98	2,160	90.00	-1,989	2,791	96.60	-2,620
0	0.00	0	0.00	0	1,727	52.57	-1,727	COS-Gift Shop	0	0.00	0	0.00	0	23,343	57.70	-23,343
1,248	62.96	1,149	50.00	99	0	0.00	1,248	COS- Market	10,348	50.58	16,114	50.00	-5,767	0	0.00	10,348
119	2.57	256	5.32	-137	0	0.00	119	COS- Market Beer/Wine	1,930	4.18	4,083	6.33	-2,153	105	0.18	1,825
1,368	29.48	1,586	32.90	-218	1,898	42.17	-530	Total COS- Miscellaneous	12,448	26.98	22,357	34.68	-9,909	26,239	43.88	-13,791
Cost of Sales- Meeting Room																
0	0.00	6,200	76.07	-6,200	5,139	50.86	-5,139	Banquet Room Rental	25,359	84.73	85,800	73.71	-60,441	82,613	70.17	-57,254
241	100.00	1,600	19.63	-1,359	3,689	36.52	-3,448	Banquet Room F & B	3,896	13.02	26,400	22.68	-22,504	29,167	24.77	-25,271
0	0.00	350	4.29	-350	1,275	12.62	-1,275	Banquet Room AV Rental	675	2.26	4,200	3.61	-3,525	5,958	5.06	-5,283
241	100.00	8,150	100.00	-7,909	10,104	100.00	-9,863	Total Meeting Room Revenues	29,930	100.00	116,400	100.00	-86,470	117,739	100.00	-87,808
Cost of Sales- Meeting Room																
0	0.00	640	7.85	-640	1,662	16.45	-1,662	COS-Banquet Room F & B	1,256	4.20	10,560	9.07	-9,304	13,927	11.83	-12,671
0	0.00	355	4.36	-355	421	4.16	-421	COS-Banquet Room AV	1,518	5.07	5,075	4.36	-3,557	5,253	4.46	-3,735
3,512	75.71	10,389	215.55	-6,876	10,623	236.07	-7,111	Total Miscellaneous Profit	60,855	131.87	142,872	221.63	-82,018	132,112	220.95	-71,257

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
6,284	3.99	6,998	2.09	-714	5,451	1.64		833 General Manager	74,798	3.02	81,627	1.61	-6,829	77,497	1.58	-2,699
270	0.17	3,924	1.17	-3,654	3,244	0.98		-2,974 Assistant General Manager	38,000	1.54	45,996	0.91	-7,996	42,532	0.87	-4,532
2,209	1.40	0	0.00	2,209	0	0.00		2,209 Operations Manager	5,231	0.21	0	0.00	5,231	0	0.00	5,231
1,126	0.72	765	0.23	362	801	0.24		325 Payroll Taxes	10,832	0.44	9,914	0.20	918	10,145	0.21	687
1,808	1.15	1,180	0.35	628	461	0.14		1,347 Employee Benefits	9,100	0.37	14,160	0.28	-5,060	10,149	0.21	-1,049
907	0.58	0	0.00	907	308	0.09		599 Vacation / PTO	16,815	0.68	0	0.00	16,815	3,766	0.08	13,050
1,240	0.79	0	0.00	1,240	959	0.29		281 Holiday	3,780	0.15	0	0.00	3,780	2,398	0.05	1,382
0	0.00	0	0.00	0	250	0.08		-250 Bonus/Incentive Pay	3,702	0.15	14,000	0.28	-10,298	6,480	0.13	-2,779
13,845	8.80	12,867	3.85	978	11,474	3.45		2,371 Total P/R & R/B- A&G	162,257	6.56	165,697	3.26	-3,440	152,967	3.11	9,290
Operating Expenses- A&G																
817	0.52	3,700	1.11	-2,883	2,785	0.84		-1,968 Employee Relations	2,761	0.11	9,200	0.18	-6,439	8,747	0.18	-5,986
4,000	2.54	2,000	0.60	2,000	2,000	0.60		2,000 Accounting Fees	26,000	1.05	24,000	0.47	2,000	24,000	0.49	2,000
4,220	2.68	3,966	1.19	254	4,720	1.42		-499 Data Processing	23,858	0.96	22,502	0.44	1,356	24,735	0.50	-877
391	0.25	336	0.10	55	368	0.11		23 Office Supplies	3,967	0.16	4,716	0.09	-749	6,492	0.13	-2,524
44	0.03	44	0.01	0	44	0.01		0 Muzak	510	0.02	528	0.01	-18	625	0.01	-115
0	0.00	400	0.12	-400	627	0.19		-627 Travel & Lodging	2,803	0.11	7,050	0.14	-4,247	11,240	0.23	-8,437
0	0.00	40	0.01	-40	0	0.00		0 Meals and Entertainment	252	0.01	630	0.01	-378	374	0.01	-122
0	0.00	75	0.02	-75	75	0.02		-75 Telephone	188	0.01	900	0.02	-712	600	0.01	-412
0	0.00	0	0.00	0	0	0.00		0 Licenses and Permits	1,930	0.08	3,145	0.06	-1,215	3,613	0.07	-1,684
97	0.06	84	0.03	13	92	0.03		5 Postage	799	0.03	1,179	0.02	-380	1,191	0.02	-392
0	0.00	50	0.01	-50	0	0.00		0 Recruitment	979	0.04	1,750	0.03	-771	1,457	0.03	-478
70	0.04	200	0.06	-130	171	0.05		-102 Employment Screening/ Drug Testing	1,387	0.06	2,550	0.05	-1,163	2,281	0.05	-894
0	0.00	150	0.04	-150	1,231	0.37		-1,231 Training	1,635	0.07	3,550	0.07	-1,915	4,194	0.09	-2,559
0	0.00	0	0.00	0	0	0.00		0 Bad Debt	0	0.00	0	0.00	0	1,767	0.04	-1,767
150	0.10	165	0.05	-15	150	0.05		0 Dues/Subscriptions	1,532	0.06	3,240	0.06	-1,708	3,332	0.07	-1,800
3,957	2.51	8,497	2.54	-4,539	7,414	2.23		-3,457 Credit Card Commissions	51,105	2.07	129,049	2.54	-77,943	123,163	2.51	-72,058
244	0.15	0	0.00	244	-695	-0.21		938 Cash Over/Short	1,283	0.05	0	0.00	1,283	-597	-0.01	1,880
0	0.00	55	0.02	-55	0	0.00		0 Equipment Rental	111	0.00	660	0.01	-549	482	0.01	-371
413	0.26	500	0.15	-87	718	0.22		-304 Payroll Services	5,509	0.22	7,850	0.15	-2,341	8,585	0.17	-3,076
1,278	0.81	1,210	0.36	68	1,410	0.42		-132 Bank Charges	14,944	0.60	14,520	0.29	424	17,545	0.36	-2,601
0	0.00	0	0.00	0	-1,351	-0.41		1,351 Chargebacks	610	0.02	0	0.00	610	3,982	0.08	-3,372
1,549	0.98	1,268	0.38	281	2,040	0.61		-491 Workers Comp Insurance	12,540	0.51	16,676	0.33	-4,136	17,780	0.36	-5,241
17,231	10.95	22,740	6.80	-5,509	21,800	6.55		-4,569 Total Operating- A&G	154,702	6.25	253,695	5.00	-98,993	265,588	5.40	-110,885
31,076	19.75	35,607	10.65	-4,531	33,274	10.00		-2,199 Total Expenses- A&G	316,959	12.81	419,392	8.26	-102,433	418,554	8.52	-101,595

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SALES DEPARTMENT																
SALES																
P/R & R/B																
6,089	3.87	5,439	1.63	650	2,981	0.90	3,108	Director of Sales	59,280	2.40	63,594	1.25	-4,314	55,127	1.12	4,153
0	0.00	0	0.00	0	51	0.02	-51	Sales Manager	87	0.00	0	0.00	87	271	0.01	-184
562	0.36	1,412	0.42	-851	1,091	0.33	-530	Revenue Management	8,566	0.35	16,946	0.33	-8,380	13,672	0.28	-5,106
0	0.00	172	0.05	-172	0	0.00	0	E Commerce Management	516	0.02	2,066	0.04	-1,549	0	0.00	516
2,551	1.62	2,655	0.79	-104	1,785	0.54	765	Sales Coordinator	9,715	0.39	31,349	0.62	-21,634	26,083	0.53	-16,368
793	0.50	677	0.20	115	394	0.12	399	Payroll Taxes	5,736	0.23	8,243	0.16	-2,506	7,212	0.15	-1,475
1,715	1.09	1,125	0.34	590	521	0.16	1,194	Employee Benefits	12,389	0.50	13,500	0.27	-1,111	11,704	0.24	685
-2,268	-1.44	0	0.00	-2,268	1,192	0.36	-3,461	Vacation / PTO	13,823	0.56	0	0.00	13,823	4,323	0.09	9,500
620	0.39	0	0.00	620	836	0.25	-216	Holiday	2,758	0.11	0	0.00	2,758	2,655	0.05	103
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	2,028	0.08	3,800	0.07	-1,772	3,755	0.08	-1,727
10,061	6.39	11,481	3.43	-1,419	8,852	2.66	1,209	Total P/R & R/B- Sales	114,899	4.64	139,497	2.75	-24,598	124,803	2.54	-9,903
Operating Expenses- Sales																
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	-48	0.00	160	0.00	-208	164	0.00	-212
0	0.00	0	0.00	0	6	0.00	-6	Office Supplies	243	0.01	315	0.01	-72	230	0.00	13
0	0.00	100	0.03	-100	611	0.18	-611	Travel & Lodging	1,509	0.06	3,600	0.07	-2,091	2,884	0.06	-1,375
0	0.00	100	0.03	-100	120	0.04	-120	Meals & Entertainment	206	0.01	1,200	0.02	-994	401	0.01	-194
0	0.00	200	0.06	-200	495	0.15	-495	Promotions	162	0.01	2,600	0.05	-2,438	2,409	0.05	-2,246
0	0.00	50	0.01	-50	50	0.02	-50	Telephone	100	0.00	600	0.01	-500	600	0.01	-500
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	80	0.00	-80	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Sales Training	1,787	0.07	2,375	0.05	-588	225	0.00	1,562
132	0.08	0	0.00	132	0	0.00	132	Dues & Subscriptions	9,569	0.39	9,079	0.18	490	8,159	0.17	1,410
0	0.00	50	0.01	-50	0	0.00	0	Trade Show	0	0.00	200	0.00	-200	21	0.00	-21
0	0.00	0	0.00	0	0	0.00	0	Display Advertising	0	0.00	0	0.00	0	658	0.01	-658
0	0.00	100	0.03	-100	200	0.06	-200	e Commerce Costs	250	0.01	1,200	0.02	-950	2,435	0.05	-2,185
642	0.41	1,101	0.33	-459	1,147	0.34	-505	Brand Paid Search	7,821	0.32	16,767	0.33	-8,946	15,298	0.31	-7,476
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.01	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	400	0.01	-400	30	0.00	-30
774	0.49	1,701	0.51	-927	2,628	0.79	-1,855	Total Operating- Sales	21,601	0.87	39,301	0.77	-17,701	33,514	0.68	-11,913
10,835	6.89	13,182	3.94	-2,347	11,481	3.45	-646	Total Expenses-Sales	136,500	5.52	178,799	3.52	-42,299	158,316	3.22	-21,816

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,142	1.48	-4,142	2,802	0.99	-2,802	Chief Engineer	11,482	0.49	48,546	1.24	-37,064	41,518	1.08	-30,036
2,473	1.57	2,841	1.01	-368	3,811	1.35	-1,338	General Maintenance	25,674	1.09	33,541	0.85	-7,867	46,675	1.21	-21,001
238	0.15	637	0.23	-400	683	0.24	-445	Payroll Taxes	3,849	0.16	7,130	0.18	-3,281	8,066	0.21	-4,217
277	0.18	513	0.18	-236	343	0.12	-66	Employee Benefits	3,471	0.15	6,156	0.16	-2,685	5,415	0.14	-1,945
0	0.00	514	0.18	-514	822	0.29	-822	Holiday	803	0.03	1,798	0.05	-995	2,656	0.07	-1,854
-24	-0.02	0	0.00	-24	675	0.24	-699	Vacation /PTO	10,172	0.43	0	0.00	10,172	6,025	0.16	4,147
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	1,000	0.03	-1,000
2,964	1.89	8,647	3.08	-5,683	9,136	3.24	-6,172	Total P/R & Related Expenses- Maintenance	55,450	2.36	97,171	2.47	-41,721	111,356	2.89	-55,906
Operating Expenses- R & M																
0	0.00	195	0.07	-195	109	0.04	-109	Auto Expense	1,002	0.04	3,911	0.10	-2,909	4,102	0.11	-3,100
0	0.00	252	0.09	-252	638	0.23	-638	Laundry Equipment	2,793	0.12	3,537	0.09	-744	3,755	0.10	-962
75	0.05	364	0.13	-290	110	0.04	-36	Building Maintenance	3,977	0.17	5,109	0.13	-1,132	3,377	0.09	601
161	0.10	0	0.00	161	0	0.00	161	Office Equipment	161	0.01	0	0.00	161	0	0.00	161
149	0.09	220	0.08	-71	258	0.09	-109	Light Bulbs	1,843	0.08	5,500	0.14	-3,657	3,276	0.08	-1,433
0	0.00	252	0.09	-252	207	0.07	-207	Electrical & Mechanical	1,820	0.08	3,537	0.09	-1,718	3,374	0.09	-1,554
0	0.00	364	0.13	-364	0	0.00	0	HVAC	784	0.03	5,109	0.13	-4,325	3,110	0.08	-2,326
137	0.09	533	0.19	-396	446	0.16	-309	Plumbing & Boiler	2,145	0.09	7,468	0.19	-5,323	6,790	0.18	-4,646
0	0.00	0	0.00	0	0	0.00	0	Pool	3,461	0.15	6,550	0.17	-3,089	4,864	0.13	-1,404
1,324	0.84	972	0.35	352	972	0.35	352	Grounds & Landscaping	5,621	0.24	14,620	0.37	-8,999	15,288	0.40	-9,667
273	0.17	1,200	0.43	-927	118	0.04	155	Furniture & Fixtures	2,241	0.10	9,524	0.24	-7,282	5,001	0.13	-2,760
50	0.03	56	0.02	-6	0	0.00	50	Painting	50	0.00	786	0.02	-736	323	0.01	-272
0	0.00	244	0.09	-244	0	0.00	0	Carpet & Floor	9	0.00	4,888	0.12	-4,880	2,501	0.06	-2,492
0	0.00	0	0.00	0	0	0.00	0	Window Treatments	0	0.00	0	0.00	0	54	0.00	-54
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	500	0.01	-500	0	0.00	0
0	0.00	31	0.01	-31	31	0.01	-31	Telephone	334	0.01	372	0.01	-38	365	0.01	-31
0	0.00	200	0.07	-200	1,538	0.55	-1,538	Kitchen Equipment	166	0.01	2,400	0.06	-2,234	3,100	0.08	-2,935
0	0.00	28	0.01	-28	0	0.00	0	Locks & Keys	97	0.00	393	0.01	-296	529	0.01	-432
330	0.21	167	0.06	164	0	0.00	330	Radio & TV	550	0.02	1,998	0.05	-1,448	1,114	0.03	-564
286	0.18	277	0.10	10	277	0.10	10	Exterminating	5,082	0.22	5,391	0.14	-309	8,795	0.23	-3,713
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	444	0.02	0	0.00	444	770	0.02	-326
0	0.00	215	0.08	-215	104	0.04	-104	Equipment Rental	2,562	0.11	2,583	0.07	-21	2,018	0.05	544
2,272	1.45	300	0.11	1,972	1,971	0.70	301	Fire & Safety	13,894	0.59	10,100	0.26	3,794	12,799	0.33	1,095
0	0.00	405	0.14	-405	405	0.14	-405	Elevator	4,858	0.21	4,863	0.12	-6	4,796	0.12	62
5,057	3.22	6,276	2.24	-1,219	7,185	2.55	-2,127	Total Operating - R & M	53,892	2.30	99,140	2.52	-45,248	90,100	2.34	-36,208
8,021	5.10	14,923	5.32	-6,901	16,321	5.80	-8,299	Total Expenses- R & M	109,342	4.66	196,311	4.99	-86,969	201,456	5.23	-92,114

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
6,380	4.06	8,600	3.07	-2,220	7,118	2.53	-738	Electricity	79,956	3.41	104,900	2.67	-24,944	98,228	2.55	-18,272
2,001	1.27	2,875	1.03	-874	3,386	1.20	-1,385	Gas	14,927	0.64	23,771	0.60	-8,844	23,046	0.60	-8,119
5,220	3.32	5,035	1.80	185	7,020	2.49	-1,800	Water & Sewer	56,606	2.41	68,084	1.73	-11,478	69,326	1.80	-12,721
408	0.26	670	0.24	-262	670	0.24	-261	Waste Removal	5,905	0.25	8,900	0.23	-2,995	9,509	0.25	-3,603
14,010	8.91	17,180	6.13	-3,170	18,194	6.46	-4,185	Total Expenses- Utilities	157,394	6.71	205,655	5.23	-48,261	200,109	5.19	-42,715

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Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
8,751	5.74	17,716	5.51	-8,965	17,518	5.51	-8,767	Franchise Fees/ Royalties	132,348	5.52	269,858	5.51	-137,510	260,984	5.51	-128,636
5,569	3.65	11,274	3.51	-5,705	11,148	3.50	-5,579	Advertising	84,221	3.51	171,728	3.51	-87,506	166,239	3.51	-82,018
4,134	2.71	7,771	2.42	-3,637	5,928	1.86	-1,794	Frequent Traveler	49,212	2.05	118,358	2.42	-69,147	117,559	2.48	-68,348
0	0.00	75	0.02	-75	498	0.16	-498	Brand Guest Fees	0	0.00	900	0.02	-900	1,234	0.03	-1,234
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	-338	-0.01	0	0.00	-338	-344	-0.01	6
18,453	12.10	36,836	11.46	-18,383	35,092	11.03	-16,639	Total Franchise Fees Expense	265,443	11.07	560,844	11.45	-295,401	545,673	11.52	-280,230

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Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,934	2.50	8,363	2.50	-4,429	8,318	2.50	-4,384	Management Fees	61,863	2.50	127,016	2.50	-65,153	122,976	2.50	-61,113
11,009	7.00	0	0.00	11,009	0	0.00	11,009	Management Fees- Owner	26,220	1.06	0	0.00	26,220	0	0.00	26,220
14,943	9.50	8,363	2.50	6,580	8,318	2.50	6,625	Total Management Fees Expense	88,083	3.56	127,016	2.50	-38,933	122,976	2.50	-34,893

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
39,775	25.28	39,776	11.90	0	38,711	11.63	1,064	Ground Lease	474,114	19.16	473,049	9.31	1,065	461,425	9.39	12,689
17,743	11.28	13,381	4.00	4,363	-196,503	-59.06	214,247	FF & E Reserve	212,922	8.60	203,226	4.00	9,696	0	0.00	212,922
17,891	11.37	17,891	5.35	0	16,136	4.85	1,754	Real Estate Tax	214,686	8.68	214,686	4.23	0	169,364	3.45	45,322
786	0.50	786	0.24	0	-656	-0.20	1,442	Personal Property Tax	9,434	0.38	9,434	0.19	0	9,341	0.19	93
6,096	3.87	5,176	1.55	920	4,946	1.49	1,150	Insurance	64,997	2.63	61,987	1.22	3,010	59,384	1.21	5,613
82,291	52.30	77,009	23.03	5,282	-137,366	-41.28	219,657	TOTAL FIXED EXPENSES	976,152	39.45	962,382	18.95	13,770	699,513	14.23	276,639

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Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
20,363	12.94	0	0.00	20,363	350	0.11	20,013	Owners Expense	33,060	1.34	0	0.00	33,060	15,015	0.31	18,045
61,717	39.22	0	0.00	61,717	42,883	12.89	18,834	Depreciation	740,604	29.93	0	0.00	740,604	721,770	14.69	18,834
4,293	2.73	0	0.00	4,293	5,836	1.75	-1,543	Amortization Expense	51,516	2.08	0	0.00	51,516	53,059	1.08	-1,543
49,475	31.44	49,475	14.80	0	49,476	14.87	-1	Interest Expense	592,971	23.96	593,702	11.69	-731	597,616	12.16	-4,645
17,397	11.06	3,345	1.00	14,052	3,327	1.00	14,070	Asset Management Fee	24,745	1.00	50,807	1.00	-26,062	49,145	1.00	-24,400
0	0.00	0	0.00	0	-10,533	-3.17	10,533	Extraordinary Expenses	4,513	0.18	0	0.00	4,513	0	0.00	4,513
0	0.00	0	0.00	0	-907	-0.27	907	GB 1 YE AJE	0	0.00	0	0.00	0	-907	-0.02	907
0	0.00	0	0.00	0	40,061	12.04	-40,061	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	40,061	0.82	-40,061
153,245	97.39	52,820	15.80	100,425	130,493	39.22	22,752	Total Other	1,447,409	58.49	644,508	12.69	802,901	1,475,758	30.03	-28,349

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Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

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As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,162		3,162		0	3,162		0	Total Rooms Available	37,332		37,332		0	37,230		102
1,289		2,495		-1,206	2,495		-1,206	Total Rooms Sold	9,521		26,104		-16,583	25,425		-15,904
40.77%		78.91%		-38.14%	78.91%		-38.14%	Occupancy %	25.50%		69.92%		-44.42%	68.29%		-42.79%
110.81		114.20		-3.40	114.20		-3.40	Average Rate	146.19		121.22		24.98	121.72		24.48
45.17		90.11		-44.94	90.11		-44.94	REVPAR	37.28		84.76		-47.47	83.12		-45.84
REVENUES																
142,830	97.50	284,939	98.07	-142,109	284,936	97.53	-142,106	ROOMS	1,391,907	97.33	3,164,228	98.02	-1,772,321	3,094,683	97.90	-1,702,776
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
3,658	2.50	5,612	1.93	-1,954	7,226	2.47	-3,568	MISCELLANEOUS	38,136	2.67	63,956	1.98	-25,820	66,354	2.10	-28,218
146,487	100.00	290,551	100.00	-144,063	292,162	100.00	-145,675	TOTAL REVENUES	1,430,042	100.00	3,228,183	100.00	-1,798,141	3,161,036	100.00	-1,730,994
DEPARTMENT EXPENSES																
36,470	25.53	73,395	25.76	-36,925	74,186	26.04	-37,716	ROOMS EXPENSE	321,996	23.13	766,519	24.22	-444,523	732,769	23.68	-410,772
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
1,236	33.80	1,803	32.13	-567	2,588	35.82	-1,352	MISCELLANEOUS EXPENSE	8,599	22.55	18,878	29.52	-10,279	19,541	29.45	-10,942
37,706	25.74	75,198	25.88	-37,492	76,774	26.28	-39,068	TOTAL DEPARTMENTAL EXPENSES	330,595	23.12	785,398	24.33	-454,802	752,309	23.80	-421,714
DEPARTMENTAL PROFIT																
106,360	74.47	211,544	74.24	-105,184	210,750	73.96	-104,390	ROOMS PROFIT	1,069,910	76.87	2,397,708	75.78	-1,327,798	2,361,914	76.32	-1,292,004
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
2,421	66.20	3,809	67.87	-1,388	4,638	64.18	-2,216	MISCELLANEOUS PROFIT	29,537	77.45	45,078	70.48	-15,541	46,813	70.55	-17,276
108,781	74.26	215,353	74.12	-106,571	215,388	73.72	-106,607	TOTAL DEPARTMENTAL PROFIT	1,099,447	76.88	2,442,786	75.67	-1,343,339	2,408,727	76.20	-1,309,280
23,321	15.92	28,648	9.86	-5,326	29,768	10.19	-6,446	A & G EXPENSE	230,726	16.13	317,697	9.84	-86,971	317,869	10.06	-87,143
2,092	1.43	1,867	0.64	225	2,003	0.69	88	TELECOM	24,903	1.74	22,879	0.71	2,024	22,748	0.72	2,155
8,171	5.58	8,137	2.80	34	8,156	2.79	15	SALES & MARKETING EXPENSES	74,347	5.20	100,749	3.12	-26,402	95,733	3.03	-21,386
15,935	10.88	32,120	11.05	-16,186	30,977	10.60	-15,043	FRANCHISE FEES	176,949	12.37	359,402	11.13	-182,453	346,623	10.97	-169,674
9,503	6.49	13,481	4.64	-3,978	15,227	5.21	-5,723	MAINTENANCE EXPENSES	71,066	4.97	135,127	4.19	-64,060	122,613	3.88	-51,547
6,249	4.27	12,079	4.16	-5,830	15,911	5.45	-9,662	UTILITIES EXPENSE	85,074	5.95	146,428	4.54	-61,354	153,813	4.87	-68,740
65,270	44.56	96,332	33.15	-31,062	102,041	34.93	-36,771	TOTAL ADMIN EXPENSES	663,065	46.37	1,082,281	33.53	-419,216	1,059,399	33.51	-396,334
43,511	29.70	119,021	40.96	-75,510	113,347	38.80	-69,836	HOUSE PROFIT	436,382	30.52	1,360,505	42.14	-924,123	1,349,328	42.69	-912,946
FIXED EXPENSES																
17,427	11.90	7,268	2.50	10,160	7,304	2.50	10,123	MANAGEMENT FEES	64,738	4.53	80,738	2.50	-16,000	79,029	2.50	-14,291
48,654	33.21	51,853	17.85	-3,199	-48,422	-16.57	97,076	FIXED EXPENSES	570,384	39.89	607,170	18.81	-36,786	467,185	14.78	103,199

-22,570	-15.41	59,900	20.62	-82,470	154,465	52.87	-177,035 NET OPERATING INCOME	-198,740	-13.90	672,597	20.84	-871,337	803,113	25.41	-1,001,853
84,446	57.65	23,279	8.01	61,167	87,325	29.89	-2,879 Other	958,456	67.02	276,761	8.57	681,696	952,810	30.14	5,646
-107,016	-73.06	36,621	12.60	-143,638	67,140	22.98	-174,156 N.I. after Other	-1,157,196	-80.92	395,837	12.26	-1,553,033	-149,697	-4.74	-1,007,500
-54,410		36,621		-91,032	93,198		-147,608 Cash before Depreciation/Amortization	-525,924		395,837		-921,761	455,027		-980,952

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
33,930	23.76	84,356	29.60	-50,426	82,800	29.06	-48,870	Rack/ Premium	463,757	33.32	1,039,254	32.84	-575,497	1,029,538	33.27	-565,781
47,866	33.51	83,832	29.42	-35,966	84,870	29.79	-37,005	Discounts - Other	372,092	26.73	994,232	31.42	-622,139	965,885	31.21	-593,793
970	0.68	2,894	1.02	-1,924	6,192	2.17	-5,222	Government	48,886	3.51	124,136	3.92	-75,250	127,483	4.12	-78,597
15,744	11.02	41,317	14.50	-25,574	41,047	14.41	-25,304	Locally Negotiated Rate	185,553	13.33	524,202	16.57	-338,650	513,336	16.59	-327,784
-656	-0.46	0	0.00	-656	-2,472	-0.87	1,816	Allowances	-21,739	-1.56	0	0.00	-21,739	-26,170	-0.85	4,430
464	0.32	3,104	1.09	-2,640	1,834	0.64	-1,370	Redemption Revenue	64,567	4.64	101,683	3.21	-37,116	104,284	3.37	-39,717
98,318	68.84	215,503	75.63	-117,185	214,272	75.20	-115,955	Total Transient Revenue	1,113,116	79.97	2,783,507	87.97	-1,670,391	2,714,357	87.71	-1,601,241
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
43,645	30.56	69,436	24.37	-25,791	67,838	23.81	-24,193	Group- Corporate	268,713	19.31	380,721	12.03	-112,007	363,941	11.76	-95,228
43,645	30.56	69,436	24.37	-25,791	67,838	23.81	-24,193	Total Group Revenue	268,713	19.31	380,721	12.03	-112,007	363,941	11.76	-95,228
867	0.61	0	0.00	867	2,826	0.99	-1,959	Guaranteed No-Show	10,078	0.72	0	0.00	10,078	16,385	0.53	-6,307
142,830	100.00	284,939	100.00	-142,109	284,936	100.00	-142,106	Total Rooms Revenue	1,391,907	100.00	3,164,228	100.00	-1,772,321	3,094,683	100.00	-1,702,776
ROOM STATISTICS																
221	17	574	23	-353	564	23	-343	Rack/ Premium Rooms	2,323	24	7,078	27	-4,755	7,005	28	-4,682
531	41	873	35	-342	885	35	-354	Discounts - Other Rooms	3,555	37	10,385	40	-6,830	10,057	40	-6,502
5	0	25	1	-20	36	1	-31	Government Rooms	280	3	822	3	-542	839	3	-559
170	13	449	18	-279	445	18	-275	Locally Negotiated Corporate Rooms	1,349	14	4,810	18	-3,461	4,661	18	-3,312
927	72	1,921	77	-994	1,930	77	-1,003	Total Transient Stats	7,507	79	23,094	88	-15,587	22,562	89	-15,055
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
362	28	574	23	-212	565	23	-203	Group- Corporate Rooms	2,014	21	3,010	12	-996	2,863	11	-849
362	28	574	23	-212	565	23	-203	Total Group Stats	2,014	21	3,010	12	-996	2,863	11	-849
1,289	100	2,495	100	-1,206	2,495	100	-1,206	TOTAL ROOM STATISTICS	9,521	100	26,104	100	-16,583	25,425	100	-15,904
Other Room Stats																
8	1	0	0	8	13	1	-5	Comp Rooms	67	1	0	0	67	86	0	-19
762	59	0	0	762	1,462	59	-700	Single Occupancy	4,651	49	0	0	4,651	15,356	60	-10,705
395	31	0	0	395	719	29	-324	Multiple Occupancy	1,883	20	0	0	1,883	7,362	29	-5,479
27	2	0	0	27	27	1	0	GNS Stats	145	2	0	0	145	147	1	-2
193	15	0	0	193	29	1	164	Out of Order Rooms	2,801	29	0	0	2,801	892	4	1,909
2,822	219	0	0	2,822	5,236	210	-2,414	# of Guests	18,204	191	0	0	18,204	54,265	213	-36,061

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ADR																
153.53		147.00		6.53	146.81		6.72	Rack/Premium ADR	199.64		146.82		52.82	146.97		52.67
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
90.14		96.00		-5.86	95.90		-5.76	Discount ADR	104.67		95.74		8.93	96.04		8.63
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
194.00		116.00		78.00	172.00		22.00	Government ADR	174.59		151.06		23.53	151.95		22.65
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
92.61		92.00		0.61	92.24		0.37	Local Negotiated ADR	137.55		108.99		28.56	110.13		27.41
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
106.06		112.17		-6.11	111.02		-4.96	Total Transient ADR	148.28		120.53		27.75	120.31		27.97
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
120.57		121.00		-0.43	120.07		0.50	Group - Corporate ADR	133.42		126.50		6.93	127.12		6.30
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
120.57		121.00		-0.43	120.07		0.50	Total Group ADR	133.42		126.50		6.93	127.12		6.30

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Payroll & Related Expense																
6,072	4.71	7,905	3.17	-1,833	7,292	2.92	-1,220	FD/ Guest Service Reps	30,241	3.18	83,093	3.18	-52,852	73,496	2.89	-43,255
712	0.55	2,519	1.01	-1,807	1,726	0.69	-1,014	Executive Housekeeper	24,444	2.57	29,742	1.14	-5,298	25,956	1.02	-1,512
2,206	1.71	2,495	1.00	-289	2,992	1.20	-786	Asst Exec Housekeeper/ Inspectress	9,097	0.96	26,104	1.00	-17,007	27,897	1.10	-18,800
4,717	3.66	12,631	5.06	-7,914	11,901	4.77	-7,184	Housekeepers	42,826	4.50	132,537	5.08	-89,711	129,497	5.09	-86,671
1,051	0.82	3,275	1.31	-2,224	976	0.39	75	Housemen	6,025	0.63	33,990	1.30	-27,966	23,643	0.93	-17,618
2,205	1.71	3,709	1.49	-1,504	2,312	0.93	-107	Laundry	14,730	1.55	39,909	1.53	-25,179	33,009	1.30	-18,279
360	0.28	2,604	1.04	-2,244	2,357	0.94	-1,997	Comp Breakfast Hostess	5,845	0.61	30,784	1.18	-24,939	23,213	0.91	-17,369
1,682	1.30	3,274	1.31	-1,592	3,531	1.42	-1,849	Night Audit	14,012	1.47	38,652	1.48	-24,640	40,470	1.59	-26,459
1,557	1.21	3,424	1.37	-1,867	2,686	1.08	-1,128	Payroll Taxes	14,743	1.55	35,958	1.38	-21,215	33,545	1.32	-18,802
1,580	1.23	1,565	0.63	15	1,386	0.56	194	Employee Benefits	10,279	1.08	18,780	0.72	-8,501	20,347	0.80	-10,067
-1,242	-0.96	900	0.36	-2,142	2,599	1.04	-3,841	Vacation /PTO	23,681	2.49	10,800	0.41	12,881	17,377	0.68	6,303
2,996	2.32	2,444	0.98	552	2,964	1.19	32	Holiday	7,091	0.74	8,554	0.33	-1,463	9,021	0.35	-1,930
0	0.00	0	0.00	0	75	0.03	-75	Bonus/Incentive Pay	50	0.01	4,350	0.17	-4,300	4,076	0.16	-4,026
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	10,148	1.07	0	0.00	10,148	0	0.00	10,148
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Houseperson	1,134	0.12	0	0.00	1,134	0	0.00	1,134
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Laundry	6,607	0.69	0	0.00	6,607	0	0.00	6,607
23,897	18.54	46,745	18.74	-22,848	42,797	17.15	-18,900	Total P/R & R/Benefits- Rooms	220,951	23.21	493,253	18.90	-272,302	461,546	18.15	-240,595
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	125	0.05	-125	72	0.03	-72	Newspapers	238	0.02	1,305	0.05	-1,067	985	0.04	-748
5,429	4.21	11,727	4.70	-6,298	14,296	5.73	-8,867	Comp Breakfast	35,513	3.73	119,915	4.59	-84,402	117,841	4.63	-82,328
0	0.00	50	0.02	-50	107	0.04	-107	Comp Breakfast- Equipment	216	0.02	522	0.02	-306	1,091	0.04	-875
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	75	0.00	-75
0	0.00	50	0.02	-50	0	0.00	0	Laundry Supplies	318	0.03	522	0.02	-204	318	0.01	0
2,420	1.88	1,372	0.55	1,047	1,881	0.75	539	Linen Supplies	7,988	0.84	14,357	0.55	-6,369	15,159	0.60	-7,170
1,309	1.02	1,420	0.57	-111	1,309	0.52	0	Cable TV	8,139	0.85	17,040	0.65	-8,901	18,508	0.73	-10,369
0	0.00	0	0.00	0	0	0.00	0	HSIA Support	2,632	0.28	4,260	0.16	-1,628	3,060	0.12	-428
233	0.18	399	0.16	-166	463	0.19	-230	Reservations Expense	2,754	0.29	4,177	0.16	-1,422	4,077	0.16	-1,323
765	0.59	2,495	1.00	-1,730	4,559	1.83	-3,794	Guest Room Supplies	11,122	1.17	26,104	1.00	-14,982	28,730	1.13	-17,608
467	0.36	599	0.24	-131	707	0.28	-239	Cleaning Supplies	3,706	0.39	6,265	0.24	-2,559	5,969	0.23	-2,263
491	0.38	435	0.17	56	288	0.12	203	Ecolab Core Supplies	3,491	0.37	4,605	0.18	-1,114	5,286	0.21	-1,795
1,128	0.88	7,779	3.12	-6,650	7,435	2.98	-6,307	Travel Agents Commission	19,840	2.08	70,494	2.70	-50,654	68,078	2.68	-48,238
202	0.16	200	0.08	2	273	0.11	-72	Uniforms	3,140	0.33	3,700	0.14	-560	2,046	0.08	1,094
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	280	0.03	0	0.00	280	0	0.00	280
128	0.10	0	0.00	128	0	0.00	128	COVID 19 Supplies	1,667	0.18	0	0.00	1,667	0	0.00	1,667
12,573	9.75	26,650	10.68	-14,077	31,389	12.58	-18,816	Total Operating - Rooms	101,045	10.61	273,266	10.47	-172,221	271,223	10.67	-170,178
36,470	28.29	73,395	29.42	-36,925	74,186	29.73	-37,716	Total Expenses- Rooms	321,996	33.82	766,519	29.36	-444,523	732,769	28.82	-410,772
106,360	82.51	211,544	84.79	-105,184	210,750	84.47	-104,390	Net Income- Rooms	1,069,910	112.37	2,397,708	91.85	-1,327,798	2,361,914	92.90	-1,292,004

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	0	0.00	0	0.00	0	-5	0.00	5
0	0.00	150	0.00	-150	0	0.00	0	Internet Access Fees	0	0.00	1,325	0.00	-1,325	948	0.00	-948
0	0.00	150	0.00	-150	0	0.00	0	Total Phone Revenues	0	0.00	1,325	0.00	-1,325	943	0.00	-943
COS- Communication																
1,050	0.72	945	0.33	105	961	0.33	88	COS-Local	12,044	0.84	11,340	0.35	704	10,607	0.34	1,436
0	0.00	30	0.00	-30	0	0.00	0	COS-Long Distance	0	0.00	360	0.00	-360	0	0.00	0
942	0.00	942	628.00	0	942	0.00	0	COS-HSIA ISP	11,407	0.00	11,304	853.13	103	11,919	1,257.13	-511
1,992	0.00	1,917	0.00	75	1,903	0.00	88	Total COS- Comm	23,451	0.00	23,004	0.00	447	22,526	0.00	925
-1,992	0.00	-1,767	0.00	-225	-1,903	0.00	-88	Gross Margin- Comm	-23,451	0.00	-21,679	0.00	-1,772	-21,583	0.00	-1,868
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,060	0.00	1,200	0.00	-140	1,050	0.00	10
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	392	0.00	0	0.00	392	115	0.00	277
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,452	0.00	1,200	0.00	252	1,165	0.00	287
2,092	0.00	1,867	0.00	225	2,003	0.00	88	N.I.- Comm Dept	24,903	0.00	22,879	0.00	2,024	22,748	0.00	2,155

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	20	0.39	-20	0	0.00		0 Laundry/Valet	84	0.24	240	0.40	-156	134	0.22	-50
95	2.69	200	3.85	-105	0	0.00		95 Vending	283	0.79	2,142	3.61	-1,859	1,791	2.92	-1,508
0	0.00	0	0.00	0	0	0.00		0 Forfeiture Income	919	2.58	0	0.00	919	0	0.00	919
0	0.00	0	0.00	0	0	0.00		0 Miscellaneous	12	0.03	0	0.00	12	24	0.04	-13
1,203	34.04	1,000	19.28	203	2,594	38.00	-1,392	Late Cancellation Income	17,936	50.26	15,185	25.60	2,751	17,684	28.79	252
0	0.00	150	2.89	-150	0	0.00		0 Smoking Fee	0	0.00	1,800	3.04	-1,800	1,150	1.87	-1,150
60	1.70	0	0.00	60	60	0.88		0 Tax Discounts Earned	344	0.96	0	0.00	344	600	0.98	-256
1,388	39.28	2,370	45.70	-982	2,945	43.14	-1,557	Market Sales	9,755	27.33	24,799	41.82	-15,044	25,426	41.40	-15,672
787	22.29	1,447	27.90	-660	1,227	17.98	-440	Market Sales- Beer/Wine	6,357	17.81	15,140	25.53	-8,784	14,609	23.79	-8,253
3,533	100.00	5,187	100.00	-1,654	6,826	100.00	-3,293	Total Miscellaneous Revenues	35,690	100.00	59,306	100.00	-23,616	61,419	100.00	-25,730
COSales- Miscellaneous																
0	0.00	10	50.00	-10	0	0.00		0 COS-Laundry/Valet	102	120.37	120	50.00	-18	64	47.85	37
0	0.00	0	0.00	0	54	0.79		-54 COS-Vending Cost	314	0.88	0	0.00	314	528	0.86	-213
1,009	72.69	1,185	50.00	-176	1,766	59.99	-758	COS- Market	5,294	54.27	12,399	50.00	-7,105	12,537	49.31	-7,243
228	6.44	608	11.72	-380	768	11.25	-540	COS- Market Beer/Wine	2,889	8.09	6,359	10.72	-3,470	6,209	10.11	-3,320
1,236	35.00	1,803	34.76	-567	2,588	37.92	-1,352	Total COS- Miscellaneous	8,599	24.09	18,878	31.83	-10,279	19,338	31.48	-10,739
Cost of Sales- Meeting Room																
125	100.00	400	94.12	-275	400	100.00	-275	Banquet Room Rental	2,375	97.10	4,350	93.55	-1,975	4,527	91.73	-2,152
0	0.00	10	2.35	-10	0	0.00		0 Banquet Room F & B	21	0.86	120	2.58	-99	208	4.21	-187
0	0.00	15	3.53	-15	0	0.00		0 Banquet Room AV Rental	50	2.04	180	3.87	-130	200	4.05	-150
125	100.00	425	100.00	-300	400	100.00	-275	Total Meeting Room Revenues	2,446	100.00	4,650	100.00	-2,204	4,934	100.00	-2,488
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00		0 COS-Banquet Room AV	0	0.00	0	0.00	0	203	4.12	-203
2,421	68.54	3,809	73.44	-1,388	4,638	67.94	-2,216	Total Miscellaneous Profit	29,537	82.76	45,078	76.01	-15,541	46,813	76.22	-17,276

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,079	2.78	4,471	1.54	-392	4,164	1.43	-84	General Manager	45,196	3.16	51,497	1.60	-6,301	43,500	1.38	1,696
2,497	1.70	2,809	0.97	-312	2,514	0.86	-18	Assistant General Manager	28,339	1.98	32,758	1.01	-4,419	29,330	0.93	-991
1,991	1.36	1,793	0.62	198	1,487	0.51	504	Operations Manager	14,505	1.01	20,760	0.64	-6,256	24,712	0.78	-10,208
755	0.52	753	0.26	2	686	0.23	69	Payroll Taxes	7,898	0.55	8,730	0.27	-832	8,580	0.27	-682
210	0.14	694	0.24	-484	576	0.20	-366	Employee Benefits	6,110	0.43	8,328	0.26	-2,218	8,000	0.25	-1,891
665	0.45	0	0.00	665	320	0.11	345	Vacation /PTO	10,304	0.72	0	0.00	10,304	4,105	0.13	6,199
197	0.13	0	0.00	197	1,020	0.35	-823	Holiday	2,625	0.18	0	0.00	2,625	3,358	0.11	-734
0	0.00	458	0.16	-458	0	0.00	0	Bonus/Incentive Pay	4,016	0.28	5,496	0.17	-1,480	5,016	0.16	-1,000
10,393	7.09	10,978	3.78	-585	10,766	3.68	-373	Total P/R & R/B- A&G	118,992	8.32	127,569	3.95	-8,577	126,602	4.01	-7,610
Operating Expenses- A&G																
640	0.44	2,300	0.79	-1,660	2,087	0.71	-1,447	Employee Relations	1,182	0.08	6,950	0.22	-5,768	6,074	0.19	-4,893
4,000	2.73	2,000	0.69	2,000	2,000	0.68	2,000	Accounting Fees	26,000	1.82	24,000	0.74	2,000	24,000	0.76	2,000
1,251	0.85	900	0.31	351	902	0.31	349	Data Processing	12,790	0.89	11,449	0.35	1,341	11,584	0.37	1,206
375	0.26	499	0.17	-124	65	0.02	310	Office Supplies	2,204	0.15	5,221	0.16	-3,016	4,277	0.14	-2,072
76	0.05	76	0.03	0	76	0.03	0	Muzak	684	0.05	912	0.03	-228	911	0.03	-227
0	0.00	270	0.09	-270	332	0.11	-332	Travel & Lodging	1,151	0.08	4,470	0.14	-3,319	4,907	0.16	-3,756
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	35	0.00	0	0.00	35	79	0.00	-44
0	0.00	53	0.02	-53	50	0.02	-50	Telephone	137	0.01	630	0.02	-493	672	0.02	-535
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,763	0.19	2,724	0.08	39	3,061	0.10	-298
48	0.03	150	0.05	-102	169	0.06	-120	Postage	369	0.03	1,190	0.04	-821	1,157	0.04	-789
0	0.00	0	0.00	0	0	0.00	0	Recruitment	729	0.05	828	0.03	-99	1,229	0.04	-500
0	0.00	180	0.06	-180	110	0.04	-110	Employment Screening/ Drug Testing	840	0.06	2,160	0.07	-1,320	1,400	0.04	-560
0	0.00	75	0.03	-75	929	0.32	-929	Training	1,119	0.08	2,600	0.08	-1,481	4,820	0.15	-3,701
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	0	0.00	0	0.00	0	1,203	0.04	-1,203
0	0.00	493	0.17	-493	2,028	0.69	-2,028	Security Service	802	0.06	2,571	0.08	-1,768	4,570	0.14	-3,768
150	0.10	165	0.06	-15	150	0.05	0	Dues/Subscriptions	1,532	0.11	2,030	0.06	-498	2,852	0.09	-1,320
3,718	2.54	7,616	2.62	-3,898	6,576	2.25	-2,857	Credit Card Commissions	33,866	2.37	84,613	2.62	-50,747	81,519	2.58	-47,654
9	0.01	0	0.00	9	-135	-0.05	143	Cash Over/Short	-482	-0.03	0	0.00	-482	-93	0.00	-389
27	0.02	30	0.01	-3	0	0.00	27	Equipment Rental	297	0.02	360	0.01	-63	0	0.00	297
238	0.16	365	0.13	-127	416	0.14	-178	Payroll Services	3,268	0.23	6,135	0.19	-2,867	6,546	0.21	-3,278
571	0.39	1,075	0.37	-504	1,001	0.34	-430	Bank Charges	9,660	0.68	12,900	0.40	-3,240	12,276	0.39	-2,616
0	0.00	0	0.00	0	246	0.08	-246	Chargebacks	504	0.04	0	0.00	504	333	0.01	171
1,825	1.25	1,424	0.49	401	2,000	0.68	-175	Workers Comp Insurance	12,285	0.86	18,385	0.57	-6,100	17,889	0.57	-5,604
12,928	8.83	17,670	6.08	-4,741	19,002	6.50	-6,074	Total Operating- A&G	111,734	7.81	190,127	5.89	-78,393	191,267	6.05	-79,533
23,321	15.92	28,648	9.86	-5,326	29,768	10.19	-6,446	Total Expenses- A&G	230,726	16.13	317,697	9.84	-86,971	317,869	10.06	-87,143

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SALES DEPARTMENT																
SALES																
P/R & R/B																
2,801	1.91	3,075	1.06	-274	2,791	0.96		10 Director of Sales	31,153	2.18	36,044	1.12	-4,891	32,261	1.02	-1,108
0	0.00	0	0.00	0	0	0.00		0 Sales Manager	33	0.00	0	0.00	33	115	0.00	-81
358	0.24	903	0.31	-544	732	0.25		-373 Revenue Management	5,464	0.38	10,831	0.34	-5,367	9,129	0.29	-3,665
0	0.00	172	0.06	-172	0	0.00		0 E Commerce Management	516	0.04	2,066	0.06	-1,549	0	0.00	516
0	0.00	1,007	0.35	-1,007	1,453	0.50		-1,453 Sales Coordinator	4,539	0.32	11,887	0.37	-7,348	16,056	0.51	-11,517
301	0.21	327	0.11	-27	394	0.14		-94 Payroll Taxes	3,024	0.21	3,866	0.12	-842	3,832	0.12	-808
566	0.39	706	0.24	-140	507	0.17		59 Employee Benefits	5,788	0.40	8,472	0.26	-2,684	8,306	0.26	-2,518
773	0.53	0	0.00	773	135	0.05		638 Vacation / PTO	6,194	0.43	0	0.00	6,194	2,041	0.06	4,153
270	0.18	0	0.00	270	535	0.18		-265 Holiday	1,378	0.10	0	0.00	1,378	1,446	0.05	-68
0	0.00	212	0.07	-212	0	0.00		0 Bonus/Incentive Pay	1,568	0.11	2,544	0.08	-976	1,442	0.05	126
5,070	3.46	6,402	2.20	-1,332	6,547	2.24		-1,477 Total P/R & R/B- Sales	59,658	4.17	75,709	2.35	-16,051	74,628	2.36	-14,970
Operating Expenses- Sales																
0	0.00	30	0.01	-30	68	0.02		-68 Printing & Stationary	0	0.00	360	0.01	-360	173	0.01	-173
0	0.00	30	0.01	-30	103	0.04		-103 Office Supplies	38	0.00	360	0.01	-322	515	0.02	-477
0	0.00	50	0.02	-50	138	0.05		-138 Travel & Lodging	115	0.01	1,475	0.05	-1,360	1,816	0.06	-1,700
0	0.00	50	0.02	-50	0	0.00		0 Meals & Entertainment	8	0.00	800	0.02	-792	552	0.02	-544
0	0.00	50	0.02	-50	101	0.03		-101 Promotions	763	0.05	3,160	0.10	-2,397	3,060	0.10	-2,297
0	0.00	25	0.01	-25	0	0.00		0 Telephone	25	0.00	300	0.01	-275	300	0.01	-275
0	0.00	10	0.00	-10	0	0.00		0 Postage	0	0.00	120	0.00	-120	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Sales Training	276	0.02	250	0.01	26	340	0.01	-64
2,767	1.89	532	0.18	2,235	359	0.12		2,408 Dues & Subscriptions	5,964	0.42	4,962	0.15	1,002	4,299	0.14	1,665
0	0.00	0	0.00	0	0	0.00		0 Trade Show	0	0.00	300	0.01	-300	21	0.00	-21
0	0.00	0	0.00	0	0	0.00		0 Outdoor Advertising	1,800	0.13	2,100	0.07	-300	2,100	0.07	-300
0	0.00	0	0.00	0	0	0.00		0 Display Advertising	77	0.01	0	0.00	77	0	0.00	77
0	0.00	200	0.07	-200	200	0.07		-200 e Commerce Costs	700	0.05	2,400	0.07	-1,700	2,418	0.08	-1,718
334	0.23	408	0.14	-75	640	0.22		-307 Brand Paid Search	3,600	0.25	4,553	0.14	-953	5,047	0.16	-1,447
0	0.00	250	0.09	-250	0	0.00		0 Internet Advertising	1,321	0.09	3,300	0.10	-1,979	463	0.01	858
0	0.00	100	0.03	-100	0	0.00		0 Collateral	0	0.00	600	0.02	-600	0	0.00	0
3,101	2.12	1,735	0.60	1,366	1,609	0.55		1,492 Total Operating- Sales	14,689	1.03	25,040	0.78	-10,351	21,105	0.67	-6,416
8,171	5.58	8,137	2.80	34	8,156	2.79		15 Total Expenses-Sales	74,347	5.20	100,749	3.12	-26,402	95,733	3.03	-21,386

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 12/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
2,720	2.11	2,579	1.03	141	2,672	1.07	48	Chief Engineer	9,853	1.03	29,711	1.14	-19,858	27,558	1.08	-17,704
3,073	2.38	3,469	1.39	-396	3,407	1.37	-334	General Maintenance	15,439	1.62	40,956	1.57	-25,518	30,301	1.19	-14,862
494	0.38	469	0.19	25	493	0.20	1	Payroll Taxes	2,532	0.27	5,362	0.21	-2,830	4,563	0.18	-2,031
19	0.01	561	0.22	-542	402	0.16	-383	Employee Benefits	1,764	0.19	6,732	0.26	-4,968	6,341	0.25	-4,576
380	0.29	200	0.08	180	333	0.13	48	Holiday	1,171	0.12	825	0.03	346	1,280	0.05	-109
13	0.01	0	0.00	13	0	0.00	13	Vacation /PTO	3,458	0.36	0	0.00	3,458	1,955	0.08	1,503
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	375	0.01	-375
6,699	5.20	7,278	2.92	-579	7,306	2.93	-607	Total P/R & Related Expenses- Maintenance	34,217	3.59	83,586	3.20	-49,369	72,373	2.85	-38,155
Operating Expenses- R & M																
0	0.00	200	0.08	-200	0	0.00	0	Laundry Equipment	101	0.01	2,088	0.08	-1,988	1,728	0.07	-1,627
204	0.16	299	0.12	-95	443	0.18	-239	Building Maintenance	3,518	0.37	3,132	0.12	385	2,676	0.11	841
0	0.00	0	0.00	0	190	0.08	-190	Office Equipment	0	0.00	0	0.00	0	190	0.01	-190
399	0.31	200	0.08	200	247	0.10	152	Light Bulbs	1,406	0.15	2,088	0.08	-682	1,375	0.05	31
0	0.00	75	0.03	-75	183	0.07	-183	Electrical & Mechanical	0	0.00	783	0.03	-783	524	0.02	-524
0	0.00	250	0.10	-250	0	0.00	0	HVAC	1,915	0.20	2,610	0.10	-695	1,618	0.06	297
30	0.02	200	0.08	-170	149	0.06	-119	Plumbing & Boiler	663	0.07	2,088	0.08	-1,426	1,696	0.07	-1,033
550	0.43	325	0.13	225	0	0.00	550	Pool	3,458	0.36	3,900	0.15	-442	3,251	0.13	207
970	0.75	1,000	0.40	-30	2,245	0.90	-1,275	Grounds & Landscaping	10,456	1.10	12,000	0.46	-1,544	13,588	0.53	-3,132
0	0.00	75	0.03	-75	0	0.00	0	Furniture & Fixtures	222	0.02	783	0.03	-561	185	0.01	37
22	0.02	75	0.03	-53	34	0.01	-12	Painting	409	0.04	783	0.03	-374	650	0.03	-241
0	0.00	3,250	1.30	-3,250	2,566	1.03	-2,566	Carpet & Floor	904	0.09	7,250	0.28	-6,346	3,089	0.12	-2,185
0	0.00	0	0.00	0	0	0.00	0	Kitchen Equipment	459	0.05	0	0.00	459	0	0.00	460
0	0.00	0	0.00	0	0	0.00	0	Locks & Keys	1,082	0.11	1,000	0.04	82	1,642	0.06	-560
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	0	0.00	0	0.00	0	-400	-0.02	400
125	0.10	224	0.09	-99	224	0.09	-99	Exterminating	1,990	0.21	4,682	0.18	-2,692	6,885	0.27	-4,896
505	0.39	32	0.01	473	1,642	0.66	-1,137	Fire & Safety	4,185	0.44	2,892	0.11	1,293	5,279	0.21	-1,095
0	0.00	0	0.00	0	0	0.00	0	Elevator	6,080	0.64	5,460	0.21	620	6,264	0.25	-183
2,805	2.18	6,203	2.49	-3,399	7,921	3.17	-5,116	Total Operating - R & M	36,849	3.87	51,541	1.97	-14,692	50,241	1.98	-13,392
9,503	7.37	13,481	5.40	-3,978	15,227	6.10	-5,723	Total Expenses- R & M	71,066	7.46	135,127	5.18	-64,060	122,613	4.82	-51,547

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,514	2.73	5,153	2.07	-1,639	7,008	2.81	-3,494	Electricity	44,801	4.71	63,996	2.45	-19,195	63,560	2.50	-18,759
1,143	0.89	1,889	0.76	-746	1,881	0.75	-739	Gas	6,911	0.73	21,650	0.83	-14,739	18,935	0.74	-12,024
790	0.61	4,123	1.65	-3,333	5,836	2.34	-5,046	Water & Sewer	27,440	2.88	49,814	1.91	-22,374	60,247	2.37	-32,807
802	0.62	914	0.37	-112	1,186	0.48	-384	Waste Removal	5,921	0.62	10,968	0.42	-5,047	11,071	0.44	-5,150
6,249	4.85	12,079	4.84	-5,830	15,911	6.38	-9,662	Total Expenses- Utilities	85,074	8.94	146,428	5.61	-61,354	153,813	6.05	-68,740

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
7,284	5.10	14,297	5.02	-7,013	14,247	5.00	-6,962	Franchise Fees/ Royalties	69,812	5.02	158,971	5.02	-89,158	154,723	5.00	-84,911
8,441	5.91	14,018	4.92	-5,577	13,673	4.80	-5,232	Advertising	82,212	5.91	155,879	4.93	-73,668	151,577	4.90	-69,365
209	0.15	3,805	1.34	-3,596	3,057	1.07	-2,848	Frequent Traveler	22,276	1.60	41,344	1.31	-19,068	38,003	1.23	-15,726
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	344	0.02	0	0.00	344	0	0.00	344
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	2,305	0.17	3,208	0.10	-903	2,320	0.07	-15
15,935	11.16	32,120	11.27	-16,186	30,977	10.87	-15,043	Total Franchise Fees Expense	176,949	12.71	359,402	11.36	-182,453	346,623	11.20	-169,674

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,662	2.50	7,268	2.50	-3,606	7,304	2.50	-3,642	Management Fees	35,752	2.50	80,738	2.50	-44,985	79,029	2.50	-43,277
13,765	9.40	0	0.00	13,765	0	0.00	13,765	Management Fees- Owner	28,985	2.03	0	0.00	28,985	0	0.00	28,985
17,427	11.90	7,268	2.50	10,160	7,304	2.50	10,123	Total Management Fees Expense	64,738	4.53	80,738	2.50	-16,000	79,029	2.50	-14,291

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

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FIXED EXPENSES																
26,843	18.32	26,842	9.24	0	25,425	8.70	1,418	Ground Lease	317,079	22.17	315,642	9.78	1,437	307,195	9.72	9,885
7,437	5.08	11,628	4.00	-4,191	-92,913	-31.80	100,350	FF & E Reserve	89,242	6.24	129,180	4.00	-39,938	0	0.00	89,242
7,634	5.21	7,643	2.63	-9	24,678	8.45	-17,043	Real Estate Tax	91,621	6.41	91,720	2.84	-99	104,625	3.31	-13,004
1,526	1.04	1,526	0.53	0	-9,635	-3.30	11,161	Personal Property Tax	18,314	1.28	18,314	0.57	0	5,300	0.17	13,014
5,214	3.56	4,213	1.45	1,001	4,023	1.38	1,191	Insurance	54,128	3.79	52,313	1.62	1,815	50,065	1.58	4,063
48,654	33.21	51,853	17.85	-3,199	-48,422	-16.57	97,076	TOTAL FIXED EXPENSES	570,384	39.89	607,170	18.81	-36,786	467,185	14.78	103,199

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	50	0.02	-50	Penalties & Interest	0	0.00	0	0.00	0	50	0.00	-50
2,655	1.81	0	0.00	2,655	350	0.12	2,305	Owners Expense	30,291	2.12	0	0.00	30,291	23,431	0.74	6,860
50,397	34.40	0	0.00	50,397	23,846	8.16	26,551	Depreciation	604,764	42.29	0	0.00	604,764	578,213	18.29	26,551
2,209	1.51	0	0.00	2,209	2,212	0.76	-3	Amortization Expense	26,508	1.85	0	0.00	26,508	26,511	0.84	-3
20,372	13.91	20,372	7.01	0	20,373	6.97	-1	Interest Expense	244,164	17.07	244,465	7.57	-302	246,077	7.78	-1,913
5,271	3.60	2,907	1.00	2,364	2,922	1.00	2,349	Asset Management Fee	14,300	1.00	32,295	1.00	-17,995	31,612	1.00	-17,312
1,798	1.23	0	0.00	1,798	-19,115	-6.54	20,912	Extraordinary Expenses	21,402	1.50	0	0.00	21,402	0	0.00	21,402
0	0.00	0	0.00	0	-12,128	-4.15	12,128	GB 1 YE AJE	0	0.00	0	0.00	0	-21,899	-0.69	21,899
0	0.00	0	0.00	0	68,815	23.55	-68,815	GB- 2 R&M/Capex AJE	0	0.00	0	0.00	0	68,815	2.18	-68,815
1,745		0		1,745	0		1,745	Ground Lease Tax	17,027		0		17,027	0		17,027
84,446	57.65	23,279	8.01	61,167	87,325	29.89	-2,879	Total Other	958,456	67.02	276,761	8.57	681,696	952,810	30.14	5,646

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
6,293		6,293		6,293		74,298		74,298		74,095	
716		3,185		3,424		19,719		50,754		52,109	
11.38%		50.61%		54.41%		26.54%		68.31%		70.33%	
70.16		93.15		100.01		88.49		125.58		122.74	
7.98		47.15		54.42		23.49		85.78		86.32	
Revenue											
48,894.02	97.32%	228,692.00	77.08%	252,317.82	73.68%	1,209,381.72	69.31%	4,216,604.00	66.16%	4,308,493.30	67.36%
1,116.00	2.22%	44,001.00	14.83%	44,464.69	12.98%	276,223.21	15.83%	1,790,344.00	28.09%	1,724,565.24	26.96%
736.90	1.47%	24,000.00	8.09%	53,759.00	15.70%	274,707.43	15.74%	366,614.00	5.75%	408,700.39	6.39%
-	0.00%		0.00%	-	0.00%	80.75	0.00%		0.00%	1,856.58	0.03%
(509.03)	-1.01%	0.00	0.00%	(8,093.33)	-2.36%	(15,476.04)	-0.89%	0.00	0.00%	(47,502.69)	-0.74%
50,237.89	100.00%	296,693.00	100.00%	342,448.18	100.00%	1,744,917.07	100.00%	6,373,562.00	100.00%	6,396,112.82	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
4,152.96	8.27%	9,200.00	3.10%	8,261.06	2.41%	51,552.44	2.95%	108,585.00	1.70%	89,446.73	1.40%
9,874.07	19.65%	15,305.00	5.16%	13,665.32	3.99%	136,095.47	7.80%	184,774.00	2.90%	177,670.25	2.78%
-	0.00%	15,880.00	5.35%	15,825.77	4.62%	44,352.86	2.54%	233,525.00	3.66%	255,053.33	3.99%
4,761.03	9.48%	4,464.00	1.50%	4,693.28	1.37%	53,021.46	3.04%	52,412.00	0.82%	54,496.75	0.85%
-	0.00%	6,554.00	2.21%	5,235.16	1.53%	16,072.70	0.92%	75,774.00	1.19%	66,471.45	1.04%
10,910.41	21.72%	29,136.00	9.82%	31,895.38	9.31%	206,106.70	11.81%	442,041.00	6.94%	423,416.23	6.62%
29,698.47	59.12%	80,539.00	27.15%	79,575.97	23.24%	507,201.63	29.07%	1,097,111.00	17.21%	1,066,554.74	16.68%
-	0.00%	145.00	0.05%	100.00	0.03%	615.12	0.04%	1,975.00	0.03%	1,836.05	0.03%
29,698.47	59.12%	80,684.00	27.19%	79,675.97	23.27%	507,816.75	29.10%	1,099,086.00	17.24%	1,068,390.79	16.70%
Payroll-Related Expenses											
1,491.43	2.97%	4,351.00	1.47%	4,595.11	1.34%	26,396.75	1.51%	57,142.00	0.90%	54,836.78	0.86%
1,803.69	3.59%	3,668.00	1.24%	3,853.37	1.13%	17,915.41	1.03%	31,581.00	0.50%	40,073.11	0.63%
3,288.10	6.55%	7,918.00	2.67%	7,066.99	2.06%	72,630.86	4.16%	95,151.00	1.49%	90,922.18	1.42%
6,583.22	13.10%	15,937.00	5.37%	15,515.47	4.53%	116,943.02	6.70%	183,874.00	2.88%	185,832.07	2.91%
36,281.69	72.22%	96,621.00	32.57%	95,191.44	27.80%	624,759.77	35.80%	1,282,960.00	20.13%	1,254,222.86	19.61%
Other Expenses											
640.44	1.27%	1,115.00	0.38%	1,104.57	0.32%	10,778.23	0.62%	17,764.00	0.28%	19,414.38	0.30%
430.37	0.86%	4,077.00	1.37%	6,022.92	1.76%	25,792.07	1.48%	64,967.00	1.02%	71,960.55	1.13%
334.15	0.67%	1,401.00	0.47%	1,561.37	0.46%	15,457.29	0.89%	22,332.00	0.35%	24,277.35	0.38%
-	0.00%	1,433.00	0.48%	1,332.64	0.39%	5,806.12	0.33%	22,841.00	0.36%	25,191.07	0.39%
-	0.00%		0.00%	1,338.66	0.39%		0.00%		0.00%	1,338.66	0.02%
-	0.00%	159.00	0.05%	4,185.00	1.22%	3,200.00	0.18%	2,537.00	0.04%	6,527.72	0.10%
-	0.00%	159.00	0.05%	175.00	0.05%	365.00	0.02%	2,537.00	0.04%	2,513.00	0.04%
-	0.00%		0.00%	-	0.00%		0.00%		0.00%	4,434.10	0.07%
1,408.92	2.80%	1,258.00	0.42%	1,851.71	0.54%	10,167.55	0.58%	20,050.00	0.31%	22,446.75	0.35%
-	0.00%	0.00	0.00%	-	0.00%	1,380.96	0.08%	1,200.00	0.02%	1,881.77	0.03%
1,777.14	3.54%	3,344.00	1.13%	5,681.76	1.66%	23,263.47	1.33%	53,291.00	0.84%	52,561.60	0.82%
3,081.67	6.13%	3,082.00	1.04%	3,998.42	1.17%	35,845.34	2.05%	36,984.00	0.58%	38,172.83	0.60%
926.33	1.84%	8,307.00	2.80%	6,549.44	1.91%	59,986.17	3.44%	129,038.00	2.02%	127,038.08	1.99%
-	0.00%	3,412.00	1.15%	6,447.10	1.88%	23,178.55	1.33%	67,033.00	1.05%	70,200.24	1.10%
116.80	0.23%	589.00	0.20%	1,319.25	0.39%	3,774.10	0.22%	9,392.00	0.15%	10,344.96	0.16%
250.43	0.50%	340.00	0.11%	337.96	0.10%	3,323.91	0.19%	4,080.00	0.06%	4,128.06	0.06%
-	0.00%	223.00	0.08%	300.89	0.09%	172.61	0.01%	3,552.00	0.06%	3,662.78	0.06%
8,966.25	17.85%	28,899.00	9.74%	42,206.69	12.32%	222,491.37	12.75%	457,598.00	7.18%	486,093.90	7.60%
45,247.94	90.07%	125,520.00	42.31%	137,398.13	40.12%	847,251.14	48.56%	1,740,558.00	27.31%	1,740,316.76	27.21%
\$4,989.95	9.93%	\$171,173.00	57.69%	\$205,050.05	59.88%	\$897,665.93	51.44%	\$4,633,004.00	72.69%	\$4,655,796.06	72.79%



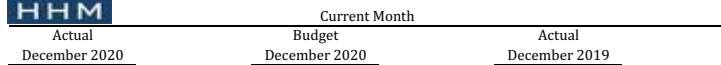
2500 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Food Department Schedule											
Revenue											
40.00	1.63%	19,623.00	73.15%	20,178.36	54.41%	57,486.64	36.24%	308,837.00	43.40%	308,585.11	43.46%
1,625.64	66.35%	4,053.00	15.11%	10,961.85	29.56%	57,901.06	36.50%	274,944.00	38.64%	275,904.80	38.85%
-	0.00%	0.00	0.00%	(41.42)	-0.11%	(265.28)	-0.17%	0.00	0.00%	(1,094.17)	-0.15%
1,665.64	67.98%	23,676.00	88.26%	31,098.79	83.85%	115,122.42	72.57%	583,781.00	82.03%	583,395.74	82.16%
Other Revenue											
-	0.00%	250.00	0.93%	600.00	1.62%	2,440.00	1.54%	7,795.00	1.10%	7,565.00	1.07%
350.00	14.28%	1,600.00	5.96%	1,927.87	5.20%	22,553.49	14.22%	46,800.00	6.58%	45,424.85	6.40%
434.64	17.74%	1,299.00	4.84%	3,460.24	9.33%	18,529.49	11.68%	73,254.00	10.29%	73,714.90	10.38%
784.64	32.02%	3,149.00	11.74%	5,988.11	16.15%	43,522.98	27.43%	127,849.00	17.97%	126,704.75	17.84%
2,450.28	100.00%	26,825.00	100.00%	37,086.90	100.00%	158,645.40	100.00%	711,630.00	100.00%	710,100.49	100.00%
Cost of Food											
349.05	20.96%	10,654.00	45.00%	16,668.34	53.60%	48,658.06	42.27%	242,599.00	41.56%	249,093.88	42.70%
349.05	20.96%	10,654.00	45.00%	16,668.34	53.60%	48,658.06	42.27%	242,599.00	41.56%	249,093.88	42.70%
Cost of Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,564.88	0.22%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,564.88	1.24%
349.05	14.25%	10,654.00	39.72%	16,668.34	44.94%	48,658.06	30.67%	242,599.00	34.09%	250,658.76	35.30%
2,101.23	85.75%	16,171.00	60.28%	20,418.56	55.06%	109,987.34	69.33%	469,031.00	65.91%	459,441.73	64.70%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
-	0.00%	1,707.00	6.36%	1,497.11	4.04%	4,425.48	2.79%	20,146.00	2.83%	17,780.87	2.50%
-	0.00%	5,609.00	20.91%	4,963.95	13.38%	15,155.39	9.55%	75,098.00	10.55%	74,409.59	10.48%
-	0.00%	5,766.00	21.49%	7,001.88	18.88%	20,078.32	12.66%	92,085.00	12.94%	93,530.67	13.17%
-	0.00%	1,073.00	4.00%	1,801.30	4.86%	2,923.12	1.84%	22,707.00	3.19%	23,731.92	3.34%
-	0.00%	544.00	2.03%	3,355.71	9.05%	8,532.42	5.38%	42,852.00	6.02%	50,715.98	7.14%
-	0.00%	779.00	2.90%	2,903.19	7.83%	8,571.78	5.40%	43,953.00	6.18%	47,180.94	6.64%
-	0.00%	3,955.00	14.74%	3,669.74	9.89%	12,753.50	8.04%	59,484.00	8.36%	58,422.83	8.23%
-	0.00%	19,433.00	72.44%	25,192.88	67.93%	72,440.01	45.66%	356,325.00	50.07%	365,772.80	51.51%
-	0.00%	6.00	0.02%	77.41	0.21%	425.71	0.27%	106.00	0.01%	182.59	0.03%
-	0.00%	19,439.00	72.47%	25,270.29	68.14%	72,865.72	45.93%	356,431.00	50.09%	365,955.39	51.54%
Payroll-Related Expenses											
-	0.00%	1,351.00	5.04%	2,066.95	5.57%	7,851.27	4.95%	25,934.00	3.64%	29,456.11	4.15%
-	0.00%	2,057.00	7.67%	1,703.64	4.59%	3,707.71	2.34%	19,463.00	2.73%	17,417.02	2.45%
-	0.00%	1,967.00	7.33%	1,829.68	4.93%	4,446.64	2.80%	24,162.00	3.40%	22,348.36	3.15%
-	0.00%	5,375.00	20.04%	5,600.27	15.10%	16,005.62	10.09%	69,559.00	9.77%	69,221.49	9.75%
-	0.00%	24,814.00	92.50%	30,870.56	83.24%	88,871.34	56.02%	425,990.00	59.86%	435,176.88	61.28%
Other Expenses											
-	0.00%	38.00	0.14%	93.69	0.25%	310.59	0.20%	996.00	0.14%	1,194.87	0.17%
154.79	6.32%	188.00	0.70%	(434.12)	-1.17%	1,374.51	0.87%	4,981.00	0.70%	7,498.11	1.06%
209.14	8.54%	791.00	2.95%	1,018.60	2.75%	5,922.94	3.73%	20,992.00	2.95%	22,613.28	3.18%
-	0.00%	102.00	0.38%	235.55	0.64%	774.24	0.49%	2,703.00	0.38%	3,005.26	0.42%
-	0.00%	-	0.00%	-	0.00%	317.85	0.20%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	367.52	0.99%	-	0.00%	-	0.00%	423.11	0.06%
-	0.00%	150.00	0.56%	242.01	0.65%	560.06	0.35%	2,800.00	0.39%	2,951.65	0.42%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	450.00	0.06%	508.41	0.07%
-	0.00%	-	0.00%	-	0.00%	92.00	0.06%	-	0.00%	237.46	0.03%
363.93	14.85%	1,269.00	4.73%	1,523.25	4.11%	9,352.19	5.90%	32,922.00	4.63%	38,432.15	5.41%
363.93	14.85%	26,083.00	97.23%	32,393.81	87.35%	98,223.53	61.91%	458,912.00	64.49%	473,609.03	66.70%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
\$1,737.30	70.90%	(\$9,912.00)	-36.95%	(\$11,975.25)	-32.29%	\$11,763.81	7.42%	\$10,119.00	1.42%	(\$14,167.30)	-2.00%
Departmental Income (Loss)											



Year-To-Date		
Actual	Budget	Actual
December 2020	December 2020	December 2019

Revenue												
-	0.00%	2,851.00	100.00%	5,127.00	100.00%	Outlet Beverage Revenue	15,881.50	92.95%	88,837.00	96.28%	92,871.25	96.52%
-	0.00%	0.00	0.00%	-	0.00%	Banquet/Catering Bev Revenue	1,120.00	6.55%	3,436.00	3.72%	3,351.50	3.48%
-	0.00%	2,851.00	100.00%	5,127.00	100.00%	Total Beverage Revenue	17,001.50	99.50%	92,273.00	100.00%	96,222.75	100.00%
Other Revenue												
-	0.00%		0.00%		0.00%	Miscellaneous Other Revenue	85.00	0.50%		0.00%		0.00%
-	0.00%	-	0.00%	-	0.00%	Total Other Revenue	85.00	0.50%	-	0.00%	-	0.00%
-	0.00%	2,851.00	100.00%	5,127.00	100.00%	Total Revenue	17,086.50	100.00%	92,273.00	100.00%	96,222.75	100.00%
-	0.00%	813.00	28.52%	1,098.88	21.43%	Cost of Beverage Sales	4,263.26	25.08%	24,561.00	26.62%	26,514.55	27.56%
Cost of Other Revenue												
-	0.00%	-	0.00%	-	0.00%	Total Cost of Other Revenue	-	0.00%	-	0.00%	-	0.00%
-	0.00%	813.00	28.52%	1,098.88	21.43%	Total Cost of Beverage Sales and Other Revenue	4,263.26	24.95%	24,561.00	26.62%	26,514.55	27.56%
-	0.00%	2,038.00	71.48%	4,028.12	78.57%	Gross Profit (Loss)	12,823.24	75.05%	67,712.00	73.38%	69,708.20	72.44%
Expenses												
Payroll and Related Expenses												
Salaries, Wages, and Bonuses												
Salaries and Wages												
-	0.00%	-	0.00%	-	0.00%	Total Salaries and Wages	-	0.00%	-	0.00%	-	0.00%
Total Salaries, Wages, and Bonuses												
-	0.00%	-	0.00%	-	0.00%		-	0.00%	-	0.00%	-	0.00%
Payroll-Related Expenses												
-	0.00%	-	0.00%	-	0.00%	Total Payroll-Related Benefits	-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%	Total Payroll and Related Expenses	-	0.00%	-	0.00%	-	0.00%
Other Expenses												
-	0.00%	-	0.00%	-	0.00%	Total Other Expenses	-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%	Total Expenses	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$2,038.00	71.48%	\$4,028.12	78.57%	Departmental Income (Loss)	\$12,823.24	75.05%	\$67,712.00	73.38%	\$69,708.20	72.44%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



250 Country Club Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



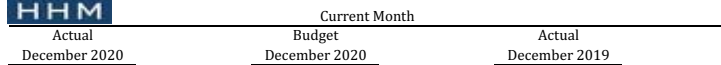
250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

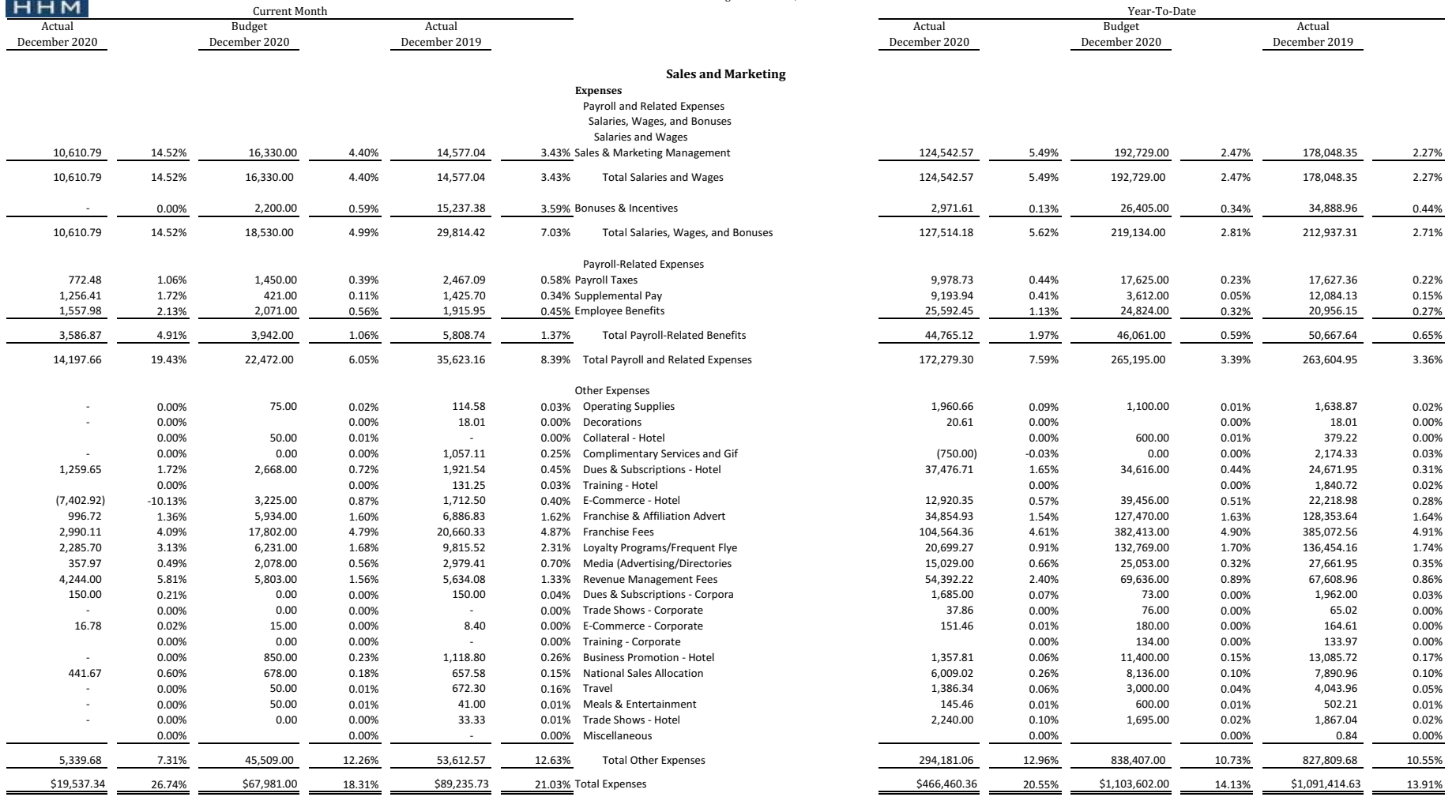


250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Administrative and General											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
8,495.04	11.63%	9,792.00	2.64%	7,949.08	1.87%	87,920.90	3.87%	115,567.00	1.48%	102,282.72	1.30%
-	0.00%	3,983.00	1.07%	3,493.29	0.82%	10,326.12	0.45%	47,009.00	0.60%	41,488.93	0.53%
-	0.00%	1,800.00	0.48%	1,600.00	0.38%	5,475.00	0.24%	21,000.00	0.27%	5,200.00	0.07%
8,495.04	11.63%	15,575.00	4.19%	13,042.37	3.07%	103,722.02	4.57%	183,576.00	2.35%	148,971.65	1.90%
-	0.00%	950.00	0.26%	(3,000.00)	-0.71%	-	0.00%	11,399.00	0.15%	(1,588.00)	-0.02%
8,495.04	11.63%	16,525.00	4.45%	10,042.37	2.37%	103,722.02	4.57%	194,975.00	2.50%	147,383.65	1.88%
Payroll-Related Expenses											
613.22	0.84%	1,127.00	0.30%	920.80	0.22%	8,983.97	0.40%	13,585.00	0.17%	12,508.08	0.16%
1,453.89	1.99%	0.00	0.00%	1,248.85	0.29%	11,877.37	0.52%	0.00	0.00%	15,034.60	0.19%
1,004.43	1.37%	1,224.00	0.33%	1,071.35	0.25%	13,221.77	0.58%	14,606.00	0.19%	12,926.55	0.16%
3,071.54	4.20%	2,351.00	0.63%	3,241.00	0.76%	34,083.11	1.50%	28,191.00	0.36%	40,469.23	0.52%
11,566.58	15.83%	18,876.00	5.08%	13,283.37	3.13%	137,805.13	6.07%	223,166.00	2.86%	187,852.88	2.39%
Other Expenses											
98.34	0.13%	625.00	0.17%	687.28	0.16%	4,444.88	0.20%	11,025.00	0.14%	11,297.21	0.14%
-	0.00%	0.00	0.00%	-	0.00%	32.78	0.00%	0.00	0.00%	0.00	0.00%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	609.00	0.01%	609.00	0.01%
-	0.00%	0.00	0.00%	-	0.00%	1,559.52	0.07%	3,225.00	0.04%	5,758.70	0.07%
-	0.00%	0.00	0.00%	150.00	0.04%	-	0.00%	0.00	0.00%	207.38	0.00%
-	0.00%	0.00	0.00%	-	0.00%	68.08	0.00%	0.00	0.00%	95.05	0.00%
1,125.37	1.54%	1,345.00	0.36%	1,232.42	0.29%	15,116.29	0.67%	16,140.00	0.21%	16,071.53	0.20%
262.34	0.36%	2,000.00	0.54%	3,244.71	0.76%	3,741.01	0.16%	9,450.00	0.12%	11,410.39	0.15%
810.00	1.11%	810.00	0.22%	810.00	0.19%	9,720.00	0.43%	9,720.00	0.12%	9,720.00	0.12%
-	0.00%	0.00	0.00%	-	0.00%	767.91	0.03%	0.00	0.00%	0.00	0.00%
3,017.92	4.13%	3,018.00	0.81%	2,930.00	0.69%	36,215.04	1.60%	36,216.00	0.46%	35,160.00	0.45%
209.00	0.29%	209.00	0.06%	195.58	0.05%	2,508.00	0.11%	2,508.00	0.03%	2,346.96	0.03%
407.80	0.56%	550.00	0.15%	529.78	0.12%	3,705.22	0.16%	6,600.00	0.08%	8,581.87	0.11%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	0.00	0.00%	(136.43)	0.00%
-	0.00%	0.00	0.00%	943.83	0.22%	(943.83)	-0.04%	0.00	0.00%	943.83	0.01%
-	0.00%	0.00	0.00%	510.99	0.12%	15,877.11	0.70%	0.00	0.00%	16,510.44	0.21%
87.67	0.12%	0.00	0.00%	345.58	0.08%	867.25	0.04%	0.00	0.00%	5,285.55	0.07%
1,425.42	1.95%	9,283.00	2.50%	8,273.39	1.95%	51,671.81	2.28%	178,454.00	2.28%	177,353.12	2.26%
(408.87)	-0.56%	0.00	0.00%	1.00	0.00%	(530.87)	-0.02%	0.00	0.00%	(853.78)	-0.01%
2,591.31	3.55%	2,230.00	0.60%	2,929.56	0.69%	33,515.58	1.48%	30,541.00	0.39%	31,237.54	0.40%
-	0.00%	0.00	0.00%	-	0.00%	99.87	0.00%	0.00	0.00%	160.26	0.00%
50.06	0.07%	37.00	0.01%	7.02	0.00%	448.27	0.02%	780.00	0.01%	1,050.25	0.01%
-	0.00%	0.00	0.00%	-	0.00%	1,731.29	0.08%	0.00	0.00%	0.00	0.00%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	2,750.00	0.04%	2,990.99	0.04%
55.00	0.08%	0.00	0.00%	-	0.00%	3,108.50	0.14%	0.00	0.00%	0.00	0.00%
-	0.00%	100.00	0.03%	23.78	0.01%	129.67	0.01%	2,750.00	0.04%	3,638.70	0.05%
-	0.00%	50.00	0.01%	320.00	0.08%	6.10	0.00%	600.00	0.01%	1,123.51	0.01%
-	0.00%	0.00	0.00%	-	0.00%	1,064.52	0.05%	0.00	0.00%	0.00	0.00%
-	0.00%	0.00	0.00%	(138.49)	-0.03%	-	0.00%	0.00	0.00%	-	0.00%
9,731.36	13.32%	20,257.00	5.46%	22,996.43	5.42%	184,924.00	8.15%	311,368.00	3.99%	340,562.07	4.34%
\$21,297.94	29.15%	\$39,133.00	10.54%	\$36,279.80	8.55%	\$322,729.13	14.22%	\$534,534.00	6.84%	\$528,414.95	6.73%



HHM							Year-To-Date						
Current Month							Year-To-Date						
Actual		Budget		Actual			Actual		Budget		Actual		
December 2020		December 2020		December 2019			December 2020		December 2020		December 2019		
Information & Telecommunication Systems													
Expenses													
Cost of Services													
957.68	1.31%	1,477.00	0.40%	3,094.77	0.73%	Cost of Calls	12,406.91	0.55%	20,195.00	0.26%	23,986.16	0.31%	
60.00	0.08%	170.00	0.05%	170.00	0.04%	Cost of Cell Phones	1,360.00	0.06%	2,040.00	0.03%	2,025.00	0.03%	
1,399.99	1.92%	1,450.00	0.39%	1,540.21	0.36%	Cost of Internet Service	16,799.88	0.74%	17,400.00	0.22%	18,726.92	0.24%	
2,417.67	3.31%	3,097.00	0.83%	4,804.98	1.13%	Total Cost of Services	30,566.79	1.35%	39,635.00	0.51%	44,738.08	0.57%	
System Expenses													
308.33	0.42%	308.00	0.08%	308.33	0.07%	BI Software	3,700.00	0.16%	3,696.00	0.05%	3,700.00	0.05%	
809.58	1.11%	810.00	0.22%	786.00	0.19%	Centralized IT/IS Fees	9,714.96	0.43%	9,720.00	0.12%	9,432.00	0.12%	
112.49	0.15%	0.00	0.00%	-	0.00%	Food and Beverage	1,381.15	0.06%	848.00	0.01%	847.62	0.01%	
197.25	0.27%	197.00	0.05%	168.00	0.04%	Information Security - PCI	2,367.00	0.10%	2,364.00	0.03%	2,297.94	0.03%	
132.21	0.18%		0.00%	118.26	0.03%	Information Systems/IT	1,647.52	0.07%		0.00%	848.32	0.01%	
1,213.52	1.66%	555.00	0.15%	847.91	0.20%	Rooms	7,617.26	0.34%	7,529.00	0.10%	8,470.37	0.11%	
280.42	0.38%	1,359.00	0.37%	662.98	0.16%	Sales & Marketing	4,140.02	0.18%	16,546.00	0.21%	15,397.29	0.20%	
519.66	0.71%	700.00	0.19%	469.78	0.11%	Telecommunications	6,560.75	0.29%	8,400.00	0.11%	9,588.82	0.12%	
3,573.46	4.89%	3,929.00	1.06%	3,361.26	0.79%	Total System Expenses	37,128.66	1.64%	49,103.00	0.63%	50,682.36	0.65%	
Other Expenses													
-	0.00%	75.00	0.02%	-	0.00%	Contract Services	2,462.92	0.11%	900.00	0.01%	2,049.33	0.03%	
	0.00%		0.00%	-	0.00%	Corporate Reimbursables		0.00%		0.00%	299.96	0.00%	
833.33	1.14%	833.00	0.22%	833.33	0.20%	PSF - Fixed Cost	9,999.96	0.44%	9,996.00	0.13%	9,999.96	0.13%	
3,720.99	5.09%	3,721.00	1.00%	3,720.99	0.88%	PSF - Hybrid Cost	44,660.88	1.97%	44,652.00	0.57%	44,651.88	0.57%	
672.77	0.92%	7,000.00	1.89%	4,625.44	1.09%	PSF - Varianble Cost	23,559.89	1.04%	91,163.00	1.17%	86,366.85	1.10%	
5,227.09	7.15%	11,629.00	3.13%	9,179.76	2.16%	Total Other Expenses	80,683.65	3.55%	146,711.00	1.88%	143,367.98	1.83%	
\$11,218.22	15.35%	\$18,655.00	5.02%	\$17,346.00	4.09%	Total Expenses	\$148,379.10	6.54%	\$235,449.00	3.01%	\$238,788.42	3.04%	





250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
-	0.00%	7,820.00	2.11%	6,520.80	1.54%	21,979.84	0.97%	92,294.00	1.18%	77,734.80	0.99%
9,001.25	12.32%	12,809.00	3.45%	12,159.60	2.87%	112,070.81	4.94%	148,316.00	1.90%	132,078.49	1.68%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	10,106.02	0.13%
9,001.25	12.32%	20,629.00	5.56%	18,680.40	4.40%	134,050.65	5.91%	240,610.00	3.08%	219,919.31	2.80%
-	0.00%		0.00%		0.00%	163.95	0.01%		0.00%		0.00%
9,001.25	12.32%	20,629.00	5.56%	18,680.40	4.40%	134,214.60	5.91%	240,610.00	3.08%	219,919.31	2.80%
Payroll-Related Expenses											
706.99	0.97%	1,680.00	0.45%	1,885.96	0.44%	11,353.63	0.50%	20,311.00	0.26%	17,706.70	0.23%
564.64	0.77%	798.00	0.21%	1,738.68	0.41%	6,264.81	0.28%	6,576.00	0.08%	12,364.73	0.16%
687.70	0.94%	2,324.00	0.63%	2,198.28	0.52%	14,209.05	0.63%	27,832.00	0.36%	21,828.42	0.28%
1,959.33	2.68%	4,802.00	1.29%	5,822.92	1.37%	31,827.49	1.40%	54,719.00	0.70%	51,899.85	0.66%
10,960.58	15.00%	25,431.00	6.85%	24,503.32	5.77%	166,042.09	7.32%	295,329.00	3.78%	271,819.16	3.46%
Other Expenses											
807.42	1.11%	494.00	0.13%	1,225.93	0.29%	5,080.60	0.22%	7,866.00	0.10%	9,535.56	0.12%
238.72	0.33%	892.00	0.24%	1,651.25	0.39%	6,432.22	0.28%	14,213.00	0.18%	16,690.82	0.21%
-	0.00%	155.00	0.04%	-	0.00%	1,686.28	0.07%	2,477.00	0.03%	5,075.43	0.06%
112.76	0.15%	64.00	0.02%	73.01	0.02%	1,422.49	0.06%	1,017.00	0.01%	1,277.94	0.02%
997.62	1.37%	1,235.00	0.33%	1,235.04	0.29%	11,699.22	0.52%	16,020.00	0.21%	16,132.40	0.21%
858.46	1.17%	1,250.00	0.34%	2,010.90	0.47%	13,386.12	0.59%	15,000.00	0.19%	16,201.09	0.21%
1,435.00	1.96%	1,435.00	0.39%	1,345.61	0.32%	17,220.00	0.76%	17,220.00	0.22%	16,152.54	0.21%
-	0.00%		0.00%	-	0.00%	122.70	0.01%		0.00%	935.98	0.01%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	87.50	0.00%
24.37	0.03%	255.00	0.07%	902.21	0.21%	1,408.05	0.06%	4,060.00	0.05%	8,099.20	0.10%
1,416.56	1.94%	2,500.00	0.67%	2,778.88	0.65%	26,821.75	1.18%	30,000.00	0.38%	46,110.64	0.59%
168.79	0.23%	207.00	0.06%	404.28	0.10%	2,707.39	0.12%	3,299.00	0.04%	3,908.09	0.05%
1,513.35	2.07%	1,800.00	0.48%	2,561.19	0.60%	10,613.73	0.47%	17,841.00	0.23%	19,628.57	0.25%
3,134.81	4.29%	796.00	0.21%	1,764.51	0.42%	19,340.35	0.85%	12,690.00	0.16%	20,801.10	0.27%
164.07	0.22%	478.00	0.13%	63.89	0.02%	3,698.49	0.16%	7,615.00	0.10%	15,337.55	0.20%
2,019.98	2.76%	1,700.00	0.46%	1,438.92	0.34%	17,715.27	0.78%	20,400.00	0.26%	23,608.05	0.30%
70.67	0.10%	239.00	0.06%	201.54	0.05%	1,313.67	0.06%	3,804.00	0.05%	4,034.33	0.05%
-	0.00%	3,545.00	0.95%	4,075.97	0.96%	14,032.38	0.62%	42,540.00	0.54%	44,285.88	0.56%
4,149.46	5.68%	446.00	0.12%	855.28	0.20%	18,173.54	0.80%	7,105.00	0.09%	9,715.23	0.12%
17,112.04	23.42%	17,491.00	4.71%	22,588.41	5.32%	172,874.25	7.62%	223,167.00	2.86%	277,617.90	3.54%
\$28,072.62	38.42%	\$42,922.00	11.56%	\$47,091.73	11.10%	\$338,916.34	14.93%	\$518,496.00	6.64%	\$549,437.06	7.00%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Utilities											
					Utilities						
7,636.35	10.45%	16,249.00	4.38%	16,075.30	3.79% Electricity	108,135.93	4.76%	147,777.00	1.89%	142,532.58	1.82%
3,909.55	5.35%	2,665.00	0.72%	4,449.07	1.05% Gas	21,627.66	0.95%	31,566.00	0.40%	34,168.58	0.44%
1,339.53	1.83%	4,055.00	1.09%	3,617.12	0.85% Water	30,688.39	1.35%	47,061.00	0.60%	47,417.58	0.60%
149.70	0.20%	9,981.00	2.69%	7,403.04	1.74% Sewer	62,357.65	2.75%	102,002.00	1.31%	100,069.99	1.28%
<u>\$13,035.13</u>	<u>17.84%</u>	<u>\$32,950.00</u>	<u>8.87%</u>	<u>\$31,544.53</u>	<u>7.43%</u> Total Utilities	<u>\$222,809.63</u>	<u>9.82%</u>	<u>\$328,406.00</u>	<u>4.20%</u>	<u>\$324,188.73</u>	<u>4.13%</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Management Fees											
Management Fees											
2,179.85	2.98%	11,116.00	2.99%	12,644.38	2.98%	67,819.13	2.99%	233,038.00	2.98%	233,985.47	2.98%
\$2,179.85	2.98%	\$11,116.00	2.99%	\$12,644.38	2.98%	\$67,819.13	2.99%	\$233,038.00	2.98%	\$233,985.47	2.98%
Total Management Fees											



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Non Operating Income											
Non Operating Income											
	0.00%	0.00	0.00%	-	0.00%		0.00%	423.00	0.01%	422.65	0.01%
Interest Income											
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$423.00	0.01%	\$422.65	0.01%
Total Non Operating Income Fees											



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
47,411.18	64.89%	47,411.00	12.77%	46,075.00	10.86%	568,934.16	25.07%	568,932.00	7.28%	552,900.00	7.05%
47,411.18	64.89%	47,411.00	12.77%	46,075.00	10.86%	568,934.16	25.07%	568,932.00	7.28%	552,900.00	7.05%
Property and Other Taxes											
20,822.00	28.50%	20,822.00	5.61%	20,486.58	4.83%	249,864.00	11.01%	249,864.00	3.20%	248,405.24	3.17%
20,822.00	28.50%	20,822.00	5.61%	20,486.58	4.83%	249,864.00	11.01%	249,864.00	3.20%	248,405.24	3.17%
Insurance											
8,811.84	12.06%	8,725.00	2.35%	9,251.45	2.18%	107,554.45	4.74%	104,700.00	1.34%	83,734.17	1.07%
483.00	0.66%	483.00	0.13%	469.00	0.11%	5,796.00	0.26%	5,796.00	0.07%	5,628.00	0.07%
6,797.86	9.30%	3,522.00	0.95%	3,550.92	0.84%	68,764.16	3.03%	42,264.00	0.54%	42,317.52	0.54%
16,092.70	22.03%	12,730.00	3.43%	13,271.37	3.13%	182,114.61	8.02%	152,760.00	1.96%	131,679.69	1.68%
<u>\$84,325.88</u>	<u>115.41%</u>	<u>\$80,963.00</u>	<u>21.80%</u>	<u>\$79,832.95</u>	<u>18.81%</u>	<u>\$1,000,912.77</u>	<u>44.10%</u>	<u>\$971,556.00</u>	<u>12.44%</u>	<u>\$932,984.93</u>	<u>11.89%</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



2500 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
-	0.00%		0.00%	10.62	0.00%	Associate Meals	2.44	0.00%		0.00%	149.34	0.00%
(3,671.24)	-5.02%		0.00%	(3,681.86)	-0.87%	PTEB Allocation	(45,767.60)	-2.02%		0.00%	(45,678.82)	-0.58%
3,671.24	5.02%		0.00%	3,671.24	0.87%	Workers' Compension Insurance	45,765.16	2.02%		0.00%	45,529.48	0.58%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Interest												
Interest												
69,649.17	95.32%	71,816.00	19.34%	71,061.57	16.74%	Interest Expense	837,563.97	36.90%	861,792.00	11.03%	858,874.95	10.95%
\$69,649.17	95.32%	\$71,816.00	19.34%	\$71,061.57	16.74%	Total Interest	\$837,563.97	36.90%	\$861,792.00	11.03%	\$858,874.95	10.95%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Other Fixed Expenses											
Other Fixed Expenses											
-	0.00%		0.00%	5,385.88	1.27%	3,877.96	0.17%		0.00%	16,211.29	0.21%
Owner's Expense											
\$0.00	0.00%	\$0.00	0.00%	\$5,385.88	1.27%	\$3,877.96	0.17%	\$0.00	0.00%	\$16,211.29	0.21%
Total Other Fixed Expenses											



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rooms Department Schedule											
						Room Revenue Component Statistics					
4,402		4,402		4,402		Rooms Available		51,972		51,830	
1,825		3,302		3,812		Rooms Sold		31,174		45,872	
41.46%		75.01%		86.60%		% of Occupancy		59.98%		88.50%	
160.47		172.27		162.91		Average Daily Rate		159.49		179.64	
66.53		129.23		141.07		RevPar		95.66		158.99	
						Revenue					
278,837.10		95.21%		539,274.00		94.80%		550,515.93		88.65%	
1,904.00		0.65%		29,575.00		5.20%		63,768.50		10.27%	
11,915.65		4.07%		0.00		0.00%		6,824.26		1.10%	
199.00		0.07%		0.00		0.00%		(100.00)		-0.02%	
292,855.75		100.00%		568,849.00		100.00%		621,008.69		100.00%	
						Expenses					
						Payroll and Related Expenses					
						Salaries, Wages, and Bonuses					
						Salaries and Wages					
3,950.40		1.35%		5,133.00		0.90%		2,705.72		0.44%	
8,051.50		2.75%		15,272.00		2.68%		14,087.21		2.27%	
6,605.59		2.26%		20,148.00		3.54%		19,822.47		3.19%	
6,405.64		2.19%		4,853.00		0.85%		5,543.89		0.89%	
2,751.17		0.94%		7,965.00		1.40%		7,156.19		1.15%	
16,902.58		5.77%		19,803.00		3.48%		29,769.10		4.79%	
44,666.88		15.25%		73,174.00		12.86%		79,084.58		12.73%	
-		0.00%		329.00		0.06%		30.00		0.00%	
44,666.88		15.25%		73,503.00		12.92%		79,114.58		12.74%	
						Payroll-Related Expenses					
2,919.01		1.00%		4,642.00		0.82%		5,732.13		0.92%	
5,138.63		1.75%		3,608.00		0.63%		3,739.77		0.60%	
3,019.16		1.03%		5,386.00		0.95%		5,029.12		0.81%	
11,076.80		3.78%		13,636.00		2.40%		14,501.02		2.34%	
55,743.68		19.03%		87,139.00		15.32%		93,615.60		15.07%	
						Other Expenses					
1,067.95		0.36%		1,037.00		0.18%		1,006.15		0.16%	
1,412.05		0.48%		3,137.00		0.55%		3,660.96		0.59%	
1,152.42		0.39%		2,278.00		0.40%		4,326.23		0.70%	
1,292.80		0.44%		2,510.00		0.44%		3,447.25		0.56%	
21.73		0.01%				0.00%		109.20		0.02%	
(983.52)		-0.34%		396.00		0.07%		367.69		0.06%	
2,187.97		0.75%		9,906.00		1.74%		15,659.82		2.52%	
-		0.00%				0.00%		465.99		0.08%	
926.69		0.32%		1,222.00		0.21%		1,060.20		0.17%	
-		0.00%				0.00%		-		0.00%	
-		0.00%		165.00		0.03%		-		0.00%	
2,082.91		0.71%		2,050.00		0.36%		2,637.22		0.42%	
13,153.14		4.49%		24,745.00		4.35%		31,685.60		5.10%	
-		0.00%		0.00		0.00%		79.60		0.01%	
5,299.71		1.81%		11,557.00		2.03%		13,573.56		2.19%	
276.80		0.09%		500.00		0.09%		125.00		0.02%	
-		0.00%		495.00		0.09%		(239.44)		-0.04%	
-		0.00%		0.00		0.00%		-		0.00%	
271.27		0.09%		112.00		0.02%		-		0.00%	
-		0.00%				0.00%		-		0.00%	
28,161.92		9.62%		60,110.00		10.57%		77,965.03		12.55%	
83,905.60		28.65%		147,249.00		25.89%		171,580.63		27.63%	
\$208,950.15		71.35%		\$421,600.00		74.11%		\$449,428.06		72.37%	



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
December 2020	December 2020	December 2019	December 2020	December 2020	December 2019



Current Month

Actual	Budget	Actual
December 2020	December 2020	December 2019

200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Year-To-Date

Actual	Budget	Actual
December 2020	December 2020	December 2019

Food Department Schedule

Revenue												
-	0.00%	1,610.00	12.81%	71.82	0.61%	Outlet Food Revenue	1,861.33	6.14%	22,090.00	12.63%	17,045.81	10.46%
-	0.00%	3,500.00	27.84%	2,321.50	19.81%	Banquet/Catering Food Revenue	7,101.45	23.44%	54,000.00	30.88%	50,712.25	31.13%
	0.00%		0.00%	-	0.00%	Food Allowances		0.00%		0.00%	149.00	0.09%
-	0.00%	5,110.00	40.65%	2,393.32	20.43%	Total Food Revenue	8,962.78	29.59%	76,090.00	43.52%	67,907.06	41.68%
Other Revenue												
-	0.00%	912.00	7.25%	640.00	5.46%	Audiovisual	905.00	2.99%	11,875.00	6.79%	11,975.00	7.35%
-	0.00%	4,800.00	38.18%	6,635.50	56.63%	Public Room Rentals	16,104.46	53.16%	62,500.00	35.74%	59,344.50	36.42%
	0.00%		0.00%	-	0.00%	Meeting Room Rental-Tax Exempt		0.00%		0.00%	100.00	0.06%
-	0.00%	1,750.00	13.92%	2,048.54	17.48%	Banquet Service Charge	4,322.13	14.27%	24,390.00	13.95%	23,596.64	14.48%
-	0.00%	7,462.00	59.35%	9,324.04	79.57%	Total Other Revenue	21,331.59	70.41%	98,765.00	56.48%	95,016.14	58.32%
-	0.00%	12,572.00	100.00%	11,717.36	100.00%	Total Revenue	30,294.37	100.00%	174,855.00	100.00%	162,923.20	100.00%
Cost of Food												
-	0.00%	1,942.00	38.00%	1,660.94	69.40%	Cost of Food Sales	4,445.94	49.60%	28,914.00	38.00%	27,733.80	40.84%
-	0.00%	1,942.00	38.00%	1,660.94	69.40%	Total Cost of Food	4,445.94	49.60%	28,914.00	38.00%	27,733.80	40.84%
Cost of Other Revenue												
	0.00%		0.00%	-	0.00%	Audiovisual Cost		0.00%		0.00%	1,203.27	10.05%
-	0.00%	0.00	0.00%	163.31	1.39%	Miscellaneous Cost	385.98	1.27%	0.00	0.00%	637.22	0.39%
-	0.00%	-	0.00%	163.31	1.75%	Total Cost of Other Revenue	385.98	1.81%	-	0.00%	1,840.49	1.94%
-	0.00%	1,942.00	15.45%	1,824.25	15.57%	Total Cost of Food Sales and Other Revenue	4,831.92	15.95%	28,914.00	16.54%	29,574.29	18.15%
-	0.00%	10,630.00	84.55%	9,893.11	84.43%	Gross Profit (Loss)	25,462.45	84.05%	145,941.00	83.46%	133,348.91	81.85%
Expenses												
Payroll and Related Expenses												
Salaries, Wages, and Bonuses												
Salaries and Wages												
	0.00%		0.00%	-	0.00%	Kitchen Prep Payroll		0.00%		0.00%	11,684.12	7.17%
-	0.00%	875.00	6.96%	1,213.57	10.36%	Banquet SVC Charge Paid Out	1,722.93	5.69%	12,196.00	6.97%	11,653.13	7.15%
-	0.00%	875.00	6.96%	1,213.57	10.36%	Total Salaries and Wages	1,722.93	5.69%	12,196.00	6.97%	23,337.25	14.32%
-	0.00%	875.00	6.96%	1,213.57	10.36%	Total Salaries, Wages, and Bonuses	1,722.93	5.69%	12,196.00	6.97%	23,337.25	14.32%
Payroll-Related Expenses												
	0.00%		0.00%	-	0.00%	Payroll Taxes		0.00%		0.00%	650.16	0.40%
	0.00%		0.00%	-	0.00%	Supplemental Pay		0.00%		0.00%	45.57	0.03%
-	0.00%		0.00%	-	0.00%	Employee Benefits	14.74	0.05%		0.00%	833.41	0.51%
-	0.00%	-	0.00%	-	0.00%	Total Payroll-Related Benefits	14.74	0.05%	-	0.00%	1,529.14	0.94%
-	0.00%	875.00	6.96%	1,213.57	10.36%	Total Payroll and Related Expenses	1,737.67	5.74%	12,196.00	6.97%	24,866.39	15.26%
Other Expenses												
	0.00%		0.00%	-	0.00%	Linen		0.00%		0.00%	290.00	0.18%
-	0.00%		0.00%		0.00%	Training - Hotel	274.99	0.91%		0.00%		0.00%
-	0.00%	-	0.00%	-	0.00%	Total Other Expenses	274.99	0.91%	-	0.00%	290.00	0.18%
-	0.00%	875.00	6.96%	1,213.57	10.36%	Total Expenses	2,012.66	6.64%	12,196.00	6.97%	25,156.39	15.44%
\$0.00	0.00%	\$9,755.00	77.59%	\$8,679.54	74.07%	Departmental Income (Loss)	\$23,449.79	77.41%	\$133,745.00	76.49%	\$108,192.52	66.41%



Current Month

200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Actual	Budget	Actual
December 2020	December 2020	December 2019

Beverage Department Schedule

Revenue					
-	0.00%	4,640.00	100.00%	2,683.50	99.54%
-	0.00%	-	0.00%	-	0.00%
-	0.00%	0.00	0.00%	12.50	0.46%
-	0.00%	4,640.00	100.00%	2,696.00	100.00%
Other Revenue					
-	0.00%	-	0.00%	-	0.00%
-	0.00%	4,640.00	100.00%	2,696.00	100.00%
-	0.00%	1,318.00	28.41%	1,636.69	60.71%
-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%
-	0.00%	1,318.00	28.41%	1,636.69	60.71%
-	0.00%	3,322.00	71.59%	1,059.31	39.29%
Expenses					
Payroll and Related Expenses					
Salaries, Wages, and Bonuses					
-	0.00%	2,410.00	51.94%	1,848.37	68.56%
-	0.00%	2,410.00	51.94%	1,848.37	68.56%
-	0.00%	-	0.00%	-	0.00%
-	0.00%	2,410.00	51.94%	1,848.37	68.56%
Payroll-Related Expenses					
-	0.00%	237.00	5.11%	227.26	8.43%
-	0.00%	100.00	2.16%	(126.39)	-4.69%
-	0.00%	75.00	1.62%	152.47	5.66%
-	0.00%	412.00	8.88%	253.34	9.40%
-	0.00%	2,822.00	60.82%	2,101.71	77.96%
Other Expenses					
123.70	0.00%	250.00	5.39%	280.71	10.41%
123.70	0.00%	250.00	5.39%	280.71	10.41%
123.70	0.00%	3,072.00	66.21%	2,382.42	88.37%
(\$123.70)	0.00%	\$250.00	5.39%	(\$1,323.11)	-49.08%

Year-To-Date					
Actual	Budget			Actual	
December 2020	December 2020			December 2019	
8,643.11	104.44%	63,685.00	100.00%	59,595.65	101.07%
	0.00%		0.00%	460.76	0.78%
(367.78)	-4.44%	0.00	0.00%	(1,088.81)	-1.85%
8,275.33	100.00%	63,685.00	100.00%	58,967.60	100.00%
-	0.00%	-	0.00%	-	0.00%
8,275.33	100.00%	63,685.00	100.00%	58,967.60	100.00%
2,205.23	26.65%	17,890.00	28.09%	20,278.11	34.39%
	0.00%		0.00%	193.73	0.00%
-	0.00%	-	0.00%	193.73	0.00%
2,205.23	26.65%	17,890.00	28.09%	20,471.84	34.72%
6,070.10	73.35%	45,795.00	71.91%	38,495.76	65.28%
6,807.87	82.27%	27,875.00	43.77%	27,518.49	46.67%
6,807.87	82.27%	27,875.00	43.77%	27,518.49	46.67%
	0.00%		0.00%	243.23	0.41%
6,807.87	82.27%	27,875.00	43.77%	27,761.72	47.08%
736.95	8.91%	3,290.00	5.17%	4,901.61	8.31%
(75.75)	-0.92%	1,200.00	1.88%	1,152.54	1.95%
386.30	4.67%	900.00	1.41%	982.82	1.67%
1,047.50	12.66%	5,390.00	8.46%	7,036.97	11.93%
7,855.37	94.93%	33,265.00	52.23%	34,798.69	59.01%
	0.00%		0.00%	13.00	0.02%
1,608.63	19.44%	3,000.00	4.71%	2,149.56	3.65%
1,608.63	19.44%	3,000.00	4.71%	2,162.56	3.67%
9,464.00	114.36%	36,265.00	56.94%	36,961.25	62.68%
(\$3,393.90)	-41.01%	\$9,530.00	14.96%	\$1,534.51	2.60%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

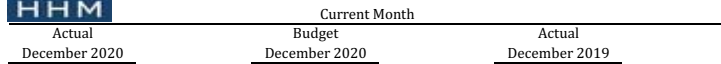
Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



Current Month							Year-To-Date					
Actual		Budget		Actual			Actual		Budget		Actual	
December 2020		December 2020		December 2019			December 2020		December 2020		December 2019	
Other / Miscellaneous												
Revenue												
1,428.91	35.73%	4,623.00	62.19%	4,688.80	54.78%	Gift & Market Shop Taxable	43,292.47	43.11%	63,436.00	65.02%	61,564.00	53.68%
10.00	0.25%	231.00	3.11%	561.00	6.55%	Guest Laundry/Valet	183.00	0.18%	3,172.00	3.25%	3,829.13	3.34%
2,560.00	64.02%	2,580.00	34.71%	3,309.50	38.67%	Other Miscellaneous Revenue	42,672.49	42.49%	30,960.00	31.73%	34,670.80	30.23%
-	0.00%		0.00%	-	0.00%	Audit Results	14,278.64	14.22%		0.00%	14,626.14	12.75%
3,998.91	100.00%	7,434.00	100.00%	8,559.30	100.00%	Total Other/Miscellaneous Revenue	100,426.60	100.00%	97,568.00	100.00%	114,690.07	100.00%
Cost of Sales												
974.21	68.18%	2,311.00	49.99%	3,087.06	65.84%	Cost of Gift Shop Merchandise	18,727.07	43.26%	31,717.00	50.00%	34,000.64	55.23%
-	0.00%	208.00	90.04%	126.00	22.46%	Cost of Guest Laundry/Valet	134.00	73.22%	2,855.00	90.01%	3,662.49	95.65%
974.21	24.36%	2,519.00	33.88%	3,213.06	37.54%	Total Other/Miscellaneous Cost of Sales	18,861.07	18.78%	34,572.00	35.43%	37,663.13	32.84%
\$3,024.70	75.64%	\$4,915.00	66.12%	\$5,346.24	62.46%	Departmental Income (Loss)	\$81,565.53	81.22%	\$62,996.00	64.57%	\$77,026.94	67.16%



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Hersha Hospitality Management LP
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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rentals and Other Income											
Revenue											
-	0.00%	26.00	100.00%	61.85	25.14%	619.70	32.48%	360.00	100.00%	301.25	3.05%
-	0.00%		0.00%		0.00%	0.49	0.03%		0.00%		0.00%
-	0.00%	0.00	0.00%	184.19	74.86%	1,287.83	67.50%	0.00	0.00%	9,578.69	96.82%
-	0.00%		0.00%	-	0.00%	-	0.00%		0.00%	13.10	0.13%
-	0.00%	26.00	100.00%	246.04	100.00%	1,908.02	100.00%	360.00	100.00%	9,893.04	100.00%
Total Rentals and Other Income											
\$0.00	0.00%	\$26.00	100.00%	\$246.04	100.00%	\$1,908.02	100.00%	\$360.00	100.00%	\$9,893.04	100.00%



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Sales and Marketing											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
3,263.14	1.10%	11,827.00	1.99%	6,784.58	1.05%	55,714.67	1.09%	131,613.00	1.52%	71,255.90	0.83%
1,073.60	0.36%	2,832.00	0.48%	-	0.00%	5,053.35	0.10%	30,592.00	0.35%	18,951.38	0.22%
-	0.00%	-	0.00%	-	0.00%	440.00	0.01%	-	0.00%	6,333.64	0.07%
4,336.74	1.46%	14,659.00	2.47%	6,784.58	1.05%	61,208.02	1.20%	162,205.00	1.88%	96,540.92	1.12%
-	0.00%	1,200.00	0.20%	-	0.00%	-	0.00%	12,300.00	0.14%	2,012.50	0.02%
4,336.74	1.46%	15,859.00	2.67%	6,784.58	1.05%	61,208.02	1.20%	174,505.00	2.02%	98,553.42	1.15%
Payroll-Related Expenses											
287.18	0.10%	1,266.00	0.21%	612.24	0.10%	4,790.38	0.09%	14,862.00	0.17%	8,767.77	0.10%
313.30	0.11%	485.00	0.08%	571.85	0.09%	2,439.87	0.05%	3,420.00	0.04%	6,274.10	0.07%
587.67	0.20%	1,908.00	0.32%	215.27	0.03%	5,084.20	0.10%	22,732.00	0.26%	14,862.06	0.17%
1,188.15	0.40%	3,659.00	0.62%	1,399.36	0.22%	12,314.45	0.24%	41,014.00	0.47%	29,903.93	0.35%
5,524.89	1.86%	19,518.00	3.29%	8,183.94	1.27%	73,522.47	1.44%	215,519.00	2.49%	128,457.35	1.50%
Other Expenses											
-	0.00%	-	0.00%	39.04	0.01%	252.62	0.00%	-	0.00%	340.38	0.00%
61.60	0.02%	-	0.00%	-	0.00%	61.60	0.00%	-	0.00%	982.43	0.01%
291.52	0.10%	1,269.00	0.21%	1,195.44	0.19%	15,219.82	0.30%	21,868.00	0.25%	18,061.52	0.21%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	3,800.00	0.04%	2,910.00	0.03%
(488.00)	-0.16%	1,102.00	0.19%	1,956.34	0.30%	3,919.90	0.08%	13,194.00	0.15%	13,489.26	0.16%
6,141.79	2.07%	11,377.00	1.92%	12,451.86	1.93%	99,647.71	1.95%	166,268.00	1.92%	164,825.34	1.92%
20,759.61	6.99%	28,442.00	4.79%	24,970.55	3.88%	223,721.08	4.38%	383,040.00	4.43%	330,470.98	3.85%
5,185.72	1.75%	12,515.00	2.11%	11,584.41	1.80%	103,537.13	2.03%	182,895.00	2.11%	178,683.57	2.08%
100.00	0.03%	638.00	0.11%	508.84	0.08%	4,689.42	0.09%	7,946.00	0.09%	6,451.20	0.08%
3,122.00	1.05%	4,269.00	0.72%	4,145.00	0.64%	40,017.27	0.78%	51,228.00	0.59%	49,740.00	0.58%
150.00	0.05%	0.00	0.00%	150.00	0.02%	1,650.00	0.03%	51.00	0.00%	1,822.00	0.02%
-	0.00%	0.00	0.00%	-	0.00%	93.08	0.00%	123.00	0.00%	45.40	0.00%
11.74	0.00%	10.00	0.00%	5.88	0.00%	113.98	0.00%	120.00	0.00%	123.45	0.00%
10.00	0.00%	-	0.00%	-	0.00%	260.00	0.01%	-	0.00%	87.71	0.00%
-	0.00%	850.00	0.14%	44.36	0.01%	375.74	0.01%	5,250.00	0.06%	3,439.85	0.04%
512.68	0.17%	787.00	0.13%	776.75	0.12%	6,975.32	0.14%	9,444.00	0.11%	9,321.00	0.11%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	550.00	0.01%	67.30	0.00%
-	0.00%	100.00	0.02%	5.61	0.00%	1,106.16	0.02%	5,000.00	0.06%	4,890.18	0.06%
-	0.00%	200.00	0.03%	4.28	0.00%	438.19	0.01%	3,000.00	0.03%	1,180.29	0.01%
-	0.00%	0.00	0.00%	-	0.00%	43.68	0.00%	550.00	0.01%	-	0.00%
35,858.66	12.08%	61,734.00	10.40%	57,838.36	8.98%	502,122.70	9.82%	854,677.00	9.88%	786,931.86	9.16%
\$41,383.55	13.94%	\$81,252.00	13.69%	\$66,022.30	10.25%	\$575,645.17	11.26%	\$1,070,196.00	12.37%	\$915,389.21	10.66%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
-	0.00%	5,106.00	0.86%	3,923.16	0.61%	16,615.46	0.32%	60,263.00	0.70%	52,421.79	0.61%
2,636.86	0.89%	4,306.00	0.73%	4,165.21	0.65%	37,218.89	0.73%	49,844.00	0.58%	33,677.59	0.39%
4,509.38	1.52%	0.00	0.00%	3,715.90	0.58%	48,593.53	0.95%	0.00	0.00%	28,455.30	0.33%
7,146.24	2.41%	9,412.00	1.59%	11,804.27	1.83%	102,427.88	2.00%	110,107.00	1.27%	114,554.68	1.33%
	0.00%	0.00	0.00%	-	0.00%		0.00%	80.00	0.00%	79.52	0.00%
7,146.24	2.41%	9,412.00	1.59%	11,804.27	1.83%	102,427.88	2.00%	110,187.00	1.27%	114,634.20	1.33%
Payroll-Related Expenses											
194.25	0.07%	815.00	0.14%	974.20	0.15%	4,499.42	0.09%	10,758.00	0.12%	8,416.11	0.10%
251.87	0.08%	477.00	0.08%	665.26	0.10%	2,913.99	0.06%	3,582.00	0.04%	5,069.22	0.06%
125.82	0.04%	774.00	0.13%	727.12	0.11%	4,458.27	0.09%	9,285.00	0.11%	7,254.81	0.08%
571.94	0.19%	2,066.00	0.35%	2,366.58	0.37%	11,871.68	0.23%	23,625.00	0.27%	20,740.14	0.24%
7,718.18	2.60%	11,478.00	1.93%	14,170.85	2.20%	114,299.56	2.24%	133,812.00	1.55%	135,374.34	1.58%
Other Expenses											
442.90	0.15%	991.00	0.17%	1,761.18	0.27%	8,662.17	0.17%	13,594.00	0.16%	14,351.81	0.17%
289.67	0.10%	991.00	0.17%	626.30	0.10%	7,931.09	0.16%	13,594.00	0.16%	12,471.12	0.15%
-	0.00%	500.00	0.08%	365.67	0.06%	1,758.69	0.03%	2,000.00	0.02%	1,991.54	0.02%
-	0.00%	0.00	0.00%	333.75	0.05%	142.11	0.00%	2,000.00	0.02%	2,665.96	0.03%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	1,486.00	0.02%	1,485.78	0.02%
2,305.66	0.78%	2,300.00	0.39%	3,219.63	0.50%	31,726.17	0.62%	27,600.00	0.32%	28,176.25	0.33%
525.00	0.18%	1,150.00	0.19%	1,258.07	0.20%	12,092.21	0.24%	17,700.00	0.20%	20,912.32	0.24%
-	0.00%	0.00	0.00%	61.29	0.01%	61.61	0.00%	800.00	0.01%	147.37	0.00%
112.00	0.04%	112.00	0.02%	111.58	0.02%	1,774.36	0.03%	1,344.00	0.02%	892.64	0.01%
1,174.50	0.40%	1,175.00	0.20%	939.79	0.15%	14,094.00	0.28%	14,100.00	0.16%	11,118.00	0.13%
-	0.00%	100.00	0.02%	-	0.00%	29.87	0.00%	400.00	0.00%	521.30	0.01%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	108.08	0.00%
-	0.00%	0.00	0.00%	250.00	0.04%	53.88	0.00%	2,000.00	0.02%	3,173.64	0.04%
930.28	0.31%	373.00	0.06%	373.25	0.06%	6,125.37	0.12%	7,103.00	0.08%	8,151.75	0.09%
24.95	0.01%	0.00	0.00%	238.70	0.04%	253.59	0.00%	0.00	0.00%	554.99	0.01%
-	0.00%	-	0.00%	-	0.00%	4,470.00	0.09%	-	0.00%	5,612.55	0.07%
-	0.00%	297.00	0.05%	1,530.45	0.24%	1,553.82	0.03%	4,077.00	0.05%	5,739.23	0.07%
725.00	0.24%	775.00	0.13%	945.00	0.15%	10,465.00	0.20%	10,100.00	0.12%	12,812.36	0.15%
1,400.00	0.47%	2,609.00	0.44%	1,231.64	0.19%	12,009.33	0.23%	35,795.00	0.41%	33,425.51	0.39%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,327.65	0.02%
722.91	0.24%	1,750.00	0.29%	2,025.19	0.31%	15,218.57	0.30%	21,600.00	0.25%	23,756.86	0.28%
-	0.00%	-	0.00%	-	0.00%	173.39	0.00%	-	0.00%	432.05	0.01%
287.70	0.10%	892.00	0.15%	1,236.43	0.19%	5,817.61	0.11%	12,234.00	0.14%	12,113.06	0.14%
(406.00)	-0.14%	892.00	0.15%	1,212.59	0.19%	8,792.08	0.17%	12,234.00	0.14%	12,395.13	0.14%
-	0.00%	-	0.00%	52.10	0.01%	72.93	0.00%	-	0.00%	271.65	0.00%
8,534.57	2.87%	14,907.00	2.51%	17,772.61	2.76%	143,277.85	2.80%	199,761.00	2.31%	214,608.60	2.50%
\$16,252.75	5.47%	\$26,385.00	4.45%	\$31,943.46	4.96%	\$257,577.41	5.04%	\$333,573.00	3.86%	\$349,982.94	4.08%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

<div><div>HMM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Management Fees											
Management Fees											
8,905.64	3.00%	17,779.00	3.00%	19,291.67	2.99%	153,332.00	3.00%	259,130.00	3.00%	257,260.45	3.00%
\$8,905.64	3.00%	\$17,779.00	3.00%	\$19,291.67	2.99%	\$153,332.00	3.00%	\$259,130.00	3.00%	\$257,260.45	3.00%
Total Management Fees											



200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Non Operating Income												
Non Operating Income												
	0.00%	0.00	0.00%	-	0.00%	Interest Income		0.00%	1,008.00	0.01%	1,007.75	0.01%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Non Operating Income Fees	\$0.00	0.00%	\$1,008.00	0.01%	\$1,007.75	0.01%



260 Hyatt House, Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
111,784.35	37.66%	97,059.00	16.35%	95,216.67	14.78%	1,159,167.72	22.67%	1,155,498.00	13.36%	989,433.34	11.52%
111,784.35	37.66%	97,059.00	16.35%	95,216.67	14.78%	1,159,167.72	22.67%	1,155,498.00	13.36%	989,433.34	11.52%
Property and Other Taxes											
71,011.00	23.92%	49,371.00	8.32%	29,903.00	4.64%	1,342,391.04	26.26%	592,456.00	6.85%	362,215.04	4.22%
71,011.00	23.92%	49,371.00	8.32%	29,903.00	4.64%	1,342,391.04	26.26%	592,456.00	6.85%	362,215.04	4.22%
Insurance											
9,797.81	3.30%	8,772.00	1.48%	9,073.41	1.41%	110,183.35	2.16%	105,264.00	1.22%	73,679.98	0.86%
339.00	0.11%	339.00	0.06%	329.00	0.05%	4,068.00	0.08%	4,068.00	0.05%	3,948.00	0.05%
4,755.18	1.60%	2,200.00	0.37%	2,483.92	0.39%	48,101.32	0.94%	28,767.00	0.33%	29,601.73	0.34%
14,891.99	5.02%	11,311.00	1.91%	11,886.33	1.85%	162,352.67	3.18%	138,099.00	1.60%	107,229.71	1.25%
<u>\$197,687.34</u>	<u>66.59%</u>	<u>\$157,741.00</u>	<u>26.58%</u>	<u>\$137,006.00</u>	<u>21.27%</u>	<u>\$2,663,911.43</u>	<u>52.10%</u>	<u>\$1,886,053.00</u>	<u>21.80%</u>	<u>\$1,458,878.09</u>	<u>16.99%</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
(2,485.34)	-0.84%		0.00%	(2,485.34)	-0.39%	PTEB Allocation	(30,980.73)	-0.61%		0.00%	(30,822.32)	-0.36%
2,485.34	0.84%		0.00%	2,485.34	0.39%	Workers' Compension Insurance	30,980.73	0.61%		0.00%	30,822.32	0.36%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

<div><div>HHM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Interest												
Interest												
107,673.87	36.27%	110,534.00	18.62%	109,623.99	17.02%	Interest Expense	1,294,365.54	25.32%	1,326,827.00	15.34%	1,339,812.25	15.60%
\$107,673.87	36.27%	\$110,534.00	18.62%	\$109,623.99	17.02%	Total Interest	\$1,294,365.54	25.32%	\$1,326,827.00	15.34%	\$1,339,812.25	15.60%



200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Other Fixed Expenses											
Other Fixed Expenses											
-	0.00%		0.00%	300.00	0.05%	17,967.96	0.35%		0.00%	20,166.48	0.23%
Owner's Expense											
\$0.00	0.00%	\$0.00	0.00%	\$300.00	0.05%	\$17,967.96	0.35%	\$0.00	0.00%	\$20,166.48	0.23%
Total Other Fixed Expenses											



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date						
Actual	Budget			Actual	Rooms Department Schedule	Actual	Budget			Actual		
December 2020	December 2020			December 2019		December 2020	December 2020			December 2019		
Room Revenue Component Statistics												
3,968	3,968	3,968		Rooms Available		46,848	46,848	46,720				
1,310	2,905	2,946		Rooms Sold		21,815	39,317	39,037				
33.01%	73.21%	74.24%		% of Occupancy		46.57%	83.92%	83.56%				
136.67	185.77	185.09		Average Daily Rate		163.54	217.67	215.93				
45.12	136.01	137.41		RevPar		76.15	182.68	180.42				
Revenue												
177,913.00	99.37%	508,629.00	94.25%	492,297.28	90.29%	3,427,458.20	96.07%	7,758,623.00	90.66%	7,277,659.28	86.34%	
126.65	0.07%	31,040.00	5.75%	43,466.99	7.97%	101,759.37	2.85%	799,510.00	9.34%	1,071,522.26	12.71%	
1,192.67	0.67%	0.00	0.00%	9,595.90	1.76%	39,825.75	1.12%	0.00	0.00%	87,701.21	1.04%	
(189.00)	-0.11%	0.00	0.00%	(97.67)	-0.02%	(1,515.75)	-0.04%	0.00	0.00%	(7,468.35)	-0.09%	
179,043.32	100.00%	539,669.00	100.00%	545,262.50	100.00%	Total Rooms Revenue	3,567,527.57	100.00%	8,558,133.00	100.00%	8,429,414.40	100.00%
Expenses												
Payroll and Related Expenses												
Salaries, Wages, and Bonuses												
Salaries and Wages												
5,500.00	3.07%	5,250.00	0.97%	2,705.74	0.50%	Rooms Management	56,561.04	1.59%	54,914.00	0.64%	30,069.44	0.36%
9,465.54	5.29%	12,723.00	2.36%	13,381.32	2.45%	Front Desk GSA	107,874.31	3.02%	146,820.00	1.72%	135,916.46	1.61%
6,907.73	3.86%	29,871.00	5.54%	23,466.90	4.30%	Housekeeping Wages	153,106.93	4.29%	358,277.00	4.19%	244,278.08	2.90%
4,633.35	2.59%	4,387.00	0.81%	4,154.14	0.76%	Night Audit	50,674.26	1.42%	50,781.00	0.59%	43,903.08	0.52%
-	0.00%	5,321.00	0.99%	4,804.34	0.88%	Breakfast Bar	10,653.11	0.30%	61,629.00	0.72%	31,220.68	0.37%
14,066.48	7.86%	3,700.00	0.69%	27,882.45	5.11%	Rooms Contract Labor	94,802.38	2.66%	126,300.00	1.48%	320,180.91	3.80%
40,573.10	22.66%	61,252.00	11.35%	76,394.89	14.01%	Total Salaries and Wages	473,672.03	13.28%	798,721.00	9.33%	805,568.65	9.56%
	0.00%	50.00	0.01%	-	0.00%	Bonuses & Incentives		0.00%	600.00	0.01%	539.00	0.01%
40,573.10	22.66%	61,302.00	11.36%	76,394.89	14.01%	Total Salaries, Wages, and Bonuses	473,672.03	13.28%	799,321.00	9.34%	806,107.65	9.56%
Payroll-Related Expenses												
2,018.37	1.13%	4,780.00	0.89%	5,352.76	0.98%	Payroll Taxes	35,087.04	0.98%	61,982.00	0.72%	48,028.33	0.57%
3,078.14	1.72%	3,283.00	0.61%	3,765.18	0.69%	Supplemental Pay	24,740.26	0.69%	29,124.00	0.34%	29,512.52	0.35%
3,365.22	1.88%	5,015.00	0.93%	5,750.62	1.05%	Employee Benefits	70,962.82	1.99%	60,269.00	0.70%	59,569.87	0.71%
8,461.73	4.73%	13,078.00	2.42%	14,868.56	2.73%	Total Payroll-Related Benefits	130,790.12	3.67%	151,375.00	1.77%	137,110.72	1.63%
49,034.83	27.39%	74,380.00	13.78%	91,263.45	16.74%	Total Payroll and Related Expenses	604,462.15	16.94%	950,696.00	11.11%	943,218.37	11.19%
Other Expenses												
41.07	0.02%	1,162.00	0.22%	1,144.19	0.21%	Cleaning Supplies	5,972.71	0.17%	15,726.00	0.18%	15,620.83	0.19%
1,052.46	0.59%	3,486.00	0.65%	2,746.73	0.50%	Guest Supplies	20,318.28	0.57%	47,600.00	0.56%	41,243.40	0.49%
882.50	0.49%	2,208.00	0.41%	2,101.84	0.39%	Operating Supplies	10,603.04	0.30%	30,161.00	0.35%	26,271.33	0.31%
1,384.18	0.77%	2,237.00	0.41%	1,906.94	0.35%	Linen	12,091.74	0.34%	30,274.00	0.35%	29,642.78	0.35%
(567.27)	-0.32%	320.00	0.06%	705.33	0.13%	VIP Amenities/Comp Gifts	(232.95)	-0.01%	4,325.00	0.05%	4,100.87	0.05%
1,851.02	1.03%	10,313.00	1.91%	10,471.72	1.92%	Complimentary Breakfast Food &	43,152.97	1.21%	139,576.00	1.63%	134,236.15	1.59%
	0.00%		0.00%	-	0.00%	Guest Relocation		0.00%		0.00%	750.61	0.01%
202.77	0.11%	959.00	0.18%	1,020.67	0.19%	Laundry & Dry Cleaning	5,625.82	0.16%	12,976.00	0.15%	11,371.39	0.13%
	0.00%		0.00%	-	0.00%	Training - Hotel		0.00%		0.00%	359.27	0.00%
-	0.00%	250.00	0.05%	173.00	0.03%	Guest Transportation	391.00	0.01%	3,000.00	0.04%	3,916.02	0.05%
1,897.27	1.06%	1,875.00	0.35%	2,417.22	0.44%	Cable / Satellite Television	22,245.14	0.62%	22,500.00	0.26%	29,345.03	0.35%
5,810.47	3.25%	17,269.00	3.20%	22,017.58	4.04%	Commissions	126,378.97	3.54%	273,860.00	3.20%	276,365.72	3.28%
-	0.00%	1,000.00	0.19%	4,063.70	0.75%	Commissions & Rebates - Group	-	0.00%	4,000.00	0.05%	61,532.10	0.73%
3,592.75	2.01%	12,346.00	2.29%	13,182.02	2.42%	Reservations	78,571.42	2.20%	167,098.00	1.95%	166,787.45	1.98%
	0.00%		0.00%	-	0.00%	Uniform Laundry		0.00%		0.00%	(81.67)	0.00%
-	0.00%	0.00	0.00%	-	0.00%	Contract Services	-	0.00%	450.00	0.01%	2,556.30	0.03%
-	0.00%	150.00	0.03%	-	0.00%	Uniforms	2,702.98	0.08%	5,200.00	0.06%	7,101.53	0.08%
	0.00%		0.00%	-	0.00%	Office Supplies		0.00%		0.00%	2.86	0.00%
16,147.22	9.02%	53,575.00	9.93%	61,950.94	11.36%	Total Other Expenses	327,821.12	9.19%	756,746.00	8.84%	811,121.97	9.62%
65,182.05	36.41%	127,955.00	23.71%	153,214.39	28.10%	Total Expenses	932,283.27	26.13%	1,707,442.00	19.95%	1,754,340.34	20.81%
\$113,861.27	63.59%	\$411,714.00	76.29%	\$392,048.11	71.90%	Departmental Income (Loss)	\$2,635,244.30	73.87%	\$6,850,691.00	80.05%	\$6,675,074.06	79.19%



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Food Department Schedule											
Revenue											
-	0.00%	1,505.00	21.52%	384.33	2.48%	3,799.99	10.02%	20,367.00	11.64%	14,904.87	8.86%
-	0.00%	2,200.00	31.46%	10,398.00	67.13%	15,464.00	40.77%	62,600.00	35.78%	63,337.40	37.63%
-	0.00%		0.00%		0.00%	13.98	0.04%		0.00%		0.00%
-	0.00%	3,705.00	52.99%	10,782.33	69.61%	19,277.97	50.83%	82,967.00	47.43%	78,242.27	46.49%
Other Revenue											
-	0.00%	434.00	6.21%	400.00	2.58%	2,375.00	6.26%	11,094.00	6.34%	10,180.00	6.05%
-	0.00%	1,700.00	24.31%	1,500.00	9.68%	7,775.00	20.50%	43,500.00	24.87%	37,850.00	22.49%
-	0.00%	200.00	2.86%	-	0.00%	2,350.00	6.20%	11,600.00	6.63%	14,252.01	8.47%
-	0.00%	953.00	13.63%	2,806.76	18.12%	6,151.42	16.22%	25,779.00	14.74%	27,773.57	16.50%
-	0.00%	3,287.00	47.01%	4,706.76	30.39%	18,651.42	49.17%	91,973.00	52.57%	90,055.58	53.51%
-	0.00%	6,992.00	100.00%	15,489.09	100.00%	37,929.39	100.00%	174,940.00	100.00%	168,297.85	100.00%
Cost of Food											
-	0.00%	926.00	24.99%	2,382.71	22.10%	3,578.82	18.56%	20,741.00	25.00%	19,898.60	25.43%
-	0.00%	926.00	24.99%	2,382.71	22.10%	3,578.82	18.56%	20,741.00	25.00%	19,898.60	25.43%
Cost of Other Revenue											
-	0.00%	150.00	2.15%	-	0.00%	47.82	0.13%	1,800.00	1.03%	2,076.86	1.23%
-	0.00%	150.00	4.56%	-	0.00%	47.82	0.26%	1,800.00	1.96%	2,076.86	2.31%
-	0.00%	1,076.00	15.39%	2,382.71	15.38%	3,626.64	9.56%	22,541.00	12.88%	21,975.46	13.06%
-	0.00%	5,916.00	84.61%	13,106.38	84.62%	34,302.75	90.44%	152,399.00	87.12%	146,322.39	86.94%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	2,604.00	37.24%	2,146.48	13.86%	5,741.40	15.14%	30,744.00	17.57%	24,004.32	14.26%
-	0.00%	524.00	7.49%	1,875.19	12.11%	3,024.50	7.97%	14,180.00	8.11%	13,165.30	7.82%
-	0.00%	3,128.00	44.74%	4,021.67	25.96%	8,765.90	23.11%	44,924.00	25.68%	37,169.62	22.09%
-	0.00%	3,128.00	44.74%	4,021.67	25.96%	8,765.90	23.11%	44,924.00	25.68%	37,169.62	22.09%
Payroll-Related Expenses											
-	0.00%	271.00	3.88%	246.06	1.59%	755.73	1.99%	4,389.00	2.51%	1,984.20	1.18%
-	0.00%	193.00	2.76%	192.73	1.24%	119.92	0.32%	1,560.00	0.89%	1,451.77	0.86%
-	0.00%	66.00	0.94%	1,583.49	10.22%	6,291.99	16.59%	792.00	0.45%	7,014.96	4.17%
-	0.00%	530.00	7.58%	2,022.28	13.06%	7,167.64	18.90%	6,741.00	3.85%	10,450.93	6.21%
-	0.00%	3,658.00	52.32%	6,043.95	39.02%	15,933.54	42.01%	51,665.00	29.53%	47,620.55	28.30%
Other Expenses											
	0.00%	50.00	0.72%	13.02	0.08%		0.00%	200.00	0.11%	47.09	0.03%
	0.00%	0.00	0.00%	-	0.00%		0.00%	200.00	0.11%	240.81	0.14%
	0.00%	0.00	0.00%	-	0.00%		0.00%	2,443.00	1.40%	2,443.08	1.45%
-	0.00%	100.00	1.43%	-	0.00%	43.52	0.11%	400.00	0.23%	99.62	0.06%
	0.00%	0.00	0.00%	-	0.00%		0.00%	150.00	0.09%	100.55	0.06%
	0.00%	0.00	0.00%	-	0.00%		0.00%	386.00	0.22%	85.06	0.05%
	0.00%	0.00	0.00%	-	0.00%		0.00%	964.00	0.55%	1,107.52	0.66%
-	0.00%	150.00	2.15%	13.02	0.08%	43.52	0.11%	4,743.00	2.71%	4,123.73	2.45%
-	0.00%	3,808.00	54.46%	6,056.97	39.10%	15,977.06	42.12%	56,408.00	32.24%	51,744.28	30.75%
\$0.00	0.00%	\$2,108.00	30.15%	\$7,049.41	45.51%	\$18,325.69	48.32%	\$95,991.00	54.87%	\$94,578.11	56.20%



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Beverage Department Schedule											
Revenue											
-	0.00%	3,298.00	100.00%	2,132.25	100.36%	9,836.01	100.07%	53,391.00	100.00%	48,879.49	101.02%
-	0.00%	0.00	0.00%	(7.68)	-0.36%	(6.65)	-0.07%	0.00	0.00%	(494.62)	-1.02%
-	0.00%	3,298.00	100.00%	2,124.57	100.00%	9,829.36	100.00%	53,391.00	100.00%	48,384.87	100.00%
Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	3,298.00	100.00%	2,124.57	100.00%	9,829.36	100.00%	53,391.00	100.00%	48,384.87	100.00%
-	0.00%	494.00	14.98%	1,039.34	48.92%	3,079.55	31.33%	10,395.00	19.47%	11,500.03	23.77%
Cost of Other Revenue											
-	0.00%	-	0.00%	-	0.00%	5.00	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%	5.00	0.00%	-	0.00%	-	0.00%
-	0.00%	494.00	14.98%	1,039.34	48.92%	3,084.55	31.38%	10,395.00	19.47%	11,500.03	23.77%
-	0.00%	2,804.00	85.02%	1,085.23	51.08%	6,744.81	68.62%	42,996.00	80.53%	36,884.84	76.23%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	1,134.00	2.12%	1,134.14	2.34%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,134.00	2.12%	1,134.14	2.34%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,134.00	2.12%	1,134.14	2.34%
Payroll-Related Expenses											
-	0.00%	5.00	0.15%	-	0.00%	-	0.00%	146.00	0.27%	337.47	0.70%
-	0.00%	61.00	1.85%	-	0.00%	-	0.00%	732.00	1.37%	(0.00)	0.00%
-	0.00%	1.00	0.03%	-	0.00%	-	0.00%	12.00	0.02%	9.06	0.02%
-	0.00%	67.00	2.03%	-	0.00%	-	0.00%	890.00	1.67%	346.53	0.72%
-	0.00%	67.00	2.03%	-	0.00%	-	0.00%	2,024.00	3.79%	1,480.67	3.06%
Other Expenses											
32.32	0.00%	0.00	0.00%	-	0.00%	406.24	0.00%	45.00	0.08%	45.29	0.09%
32.32	0.00%	30.00	0.91%	32.72	1.54%	406.24	4.13%	381.00	0.71%	387.52	0.80%
32.32	0.00%	30.00	0.91%	32.72	1.54%	406.24	4.13%	426.00	0.80%	432.81	0.89%
32.32	0.00%	97.00	2.94%	32.72	1.54%	406.24	4.13%	2,450.00	4.59%	1,913.48	3.95%
(\$32.32)	0.00%	\$2,707.00	82.08%	\$1,052.51	49.54%	\$6,338.57	64.49%	\$40,546.00	75.94%	\$34,971.36	72.28%



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Rentals and Other Income												
Revenue												
	0.00%		0.00%	-	0.00%	Cancellation Penalties		0.00%		0.00%	1,470.80	73.08%
15.26	100.00%	0.00	0.00%	55.53	100.00%	Long Distance Revenue	182.25	100.00%	0.00	0.00%	541.84	26.92%
15.26	100.00%	-	0.00%	55.53	100.00%	Total Rentals and Other Income	182.25	100.00%	-	0.00%	2,012.64	100.00%
\$15.26	100.00%	\$0.00	0.00%	\$55.53	100.00%	Total Rentals and Other Income	\$182.25	100.00%	\$0.00	0.00%	\$2,012.64	100.00%



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Administrative and General											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
10,240.98	5.62%	15,529.00	2.80%	13,016.55	2.29%	133,948.83	3.66%	183,379.00	2.07%	165,881.43	1.90%
-	0.00%	1,152.00	0.21%	264.00	0.05%	2,146.56	0.06%	13,824.00	0.16%	1,294.88	0.01%
	0.00%	0.00	0.00%	-	0.00%		0.00%	1,664.00	0.02%	13,447.20	0.15%
10,240.98	5.62%	16,681.00	3.00%	13,280.55	2.34%	136,095.39	3.72%	198,867.00	2.24%	180,623.51	2.07%
-	0.00%	1,414.00	0.25%	1,364.00	0.24%	(1,364.00)	-0.04%	16,972.00	0.19%	3,409.00	0.04%
10,240.98	5.62%	18,095.00	3.26%	14,644.55	2.58%	134,731.39	3.68%	215,839.00	2.43%	184,032.51	2.11%
Payroll-Related Expenses											
752.38	0.41%	1,420.00	0.26%	1,522.15	0.27%	10,877.80	0.30%	18,315.00	0.21%	14,234.72	0.16%
1,386.90	0.76%	0.00	0.00%	1,387.94	0.24%	11,477.42	0.31%	0.00	0.00%	13,101.25	0.15%
998.67	0.55%	2,227.00	0.40%	2,432.98	0.43%	15,756.92	0.43%	26,713.00	0.30%	28,210.82	0.32%
3,137.95	1.72%	3,647.00	0.66%	5,343.07	0.94%	38,112.14	1.04%	45,028.00	0.51%	55,546.79	0.64%
13,378.93	7.34%	21,742.00	3.91%	19,987.62	3.52%	172,843.53	4.72%	260,867.00	2.94%	239,579.30	2.75%
Other Expenses											
-	0.00%	350.00	0.06%	134.12	0.02%	2,018.13	0.06%	4,200.00	0.05%	4,871.38	0.06%
0.00%		250.00	0.05%	-	0.00%		0.00%	700.00	0.01%	172.09	0.00%
1,925.17	1.06%	1,570.00	0.28%	1,570.17	0.28%	20,657.64	0.56%	18,840.00	0.21%	18,842.04	0.22%
-	0.00%	0.00	0.00%	-	0.00%	362.66	0.01%	1,000.00	0.01%	5,695.00	0.07%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	0.00	0.00%	660.61	0.01%
0.00%			0.00%	-	0.00%		0.00%		0.00%	95.06	0.00%
914.70	0.50%	1,215.00	0.22%	1,014.53	0.18%	12,439.28	0.34%	14,580.00	0.16%	13,675.93	0.16%
21.25	0.01%	1,600.00	0.29%	1,812.57	0.32%	2,330.26	0.06%	7,775.00	0.09%	9,102.54	0.10%
450.00	0.25%	450.00	0.08%	450.00	0.08%	5,400.00	0.15%	5,400.00	0.06%	5,400.00	0.06%
-	0.00%		0.00%		0.00%	74.27	0.00%		0.00%		0.00%
3,353.67	1.84%	3,354.00	0.60%	3,256.00	0.57%	40,244.04	1.10%	40,248.00	0.45%	39,072.00	0.45%
426.42	0.23%	426.00	0.08%	243.83	0.04%	5,117.04	0.14%	5,112.00	0.06%	2,925.96	0.03%
-	0.00%		0.00%		0.00%	50.35	0.00%		0.00%		0.00%
-	0.00%	50.00	0.01%	(21.49)	0.00%	246.38	0.01%	600.00	0.01%	579.41	0.01%
330.97	0.18%	395.00	0.07%	297.69	0.05%	5,913.31	0.16%	7,320.00	0.08%	7,287.14	0.08%
-	0.00%		0.00%	-	0.00%		0.00%		0.00%	6.50	0.00%
-	0.00%		0.00%	-	0.00%	-	0.00%		0.00%	(13,564.19)	-0.16%
275.76	0.15%	0.00	0.00%	1,096.94	0.19%	11,121.67	0.30%	0.00	0.00%	10,055.04	0.12%
0.26	0.00%	0.00	0.00%	0.15	0.00%	96.02	0.00%	0.00	0.00%	28.56	0.00%
4,248.88	2.33%	14,998.00	2.70%	16,605.08	2.93%	95,320.76	2.60%	239,342.00	2.70%	238,027.67	2.73%
(1.39)	0.00%		0.00%	(184.84)	-0.03%	35.38	0.00%		0.00%	(468.20)	-0.01%
576.38	0.32%	500.00	0.09%	590.57	0.10%	9,722.51	0.27%	8,395.00	0.09%	8,065.29	0.09%
-	0.00%	0.00	0.00%	-	0.00%	134.29	0.00%	0.00	0.00%	79.08	0.00%
58.84	0.03%	200.00	0.04%	294.27	0.05%	425.49	0.01%	1,300.00	0.01%	1,847.08	0.02%
75.00	0.04%	50.00	0.01%	-	0.00%	1,679.92	0.05%	600.00	0.01%	811.74	0.01%
-	0.00%	150.00	0.03%	312.19	0.06%	61.72	0.00%	2,500.00	0.03%	2,927.64	0.03%
-	0.00%	200.00	0.04%	-	0.00%	134.02	0.00%	1,600.00	0.02%	1,283.49	0.01%
-	0.00%		0.00%	(271.45)	-0.05%	-	0.00%		0.00%	0.00	0.00%
12,655.91	6.94%	25,758.00	4.64%	27,200.33	4.79%	213,585.14	5.84%	359,512.00	4.06%	357,478.86	4.10%
\$26,034.84	14.28%	\$47,500.00	8.55%	\$47,187.95	8.32%	\$386,428.67	10.56%	\$620,379.00	7.00%	\$597,058.16	6.85%



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Hersha Hospitality Management LP
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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Sales and Marketing											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
3,263.14	1.79%	9,303.00	1.67%	6,940.08	1.22%	20,798.83	0.57%	109,798.00	1.24%	98,385.84	1.13%
1,361.14	0.75%	6,143.00	1.11%	5,141.36	0.91%	29,667.94	0.81%	72,265.00	0.82%	61,677.29	0.71%
4,624.28	2.54%	15,446.00	2.78%	12,081.44	2.13%	50,466.77	1.38%	182,063.00	2.05%	160,063.13	1.84%
-	0.00%	1,000.00	0.18%	(3,600.00)	-0.63%	-	0.00%	12,000.00	0.14%	10,738.15	0.12%
4,624.28	2.54%	16,446.00	2.96%	8,481.44	1.50%	50,466.77	1.38%	194,063.00	2.19%	170,801.28	1.96%
Payroll-Related Expenses											
Payroll Taxes											
322.28	0.18%	1,342.00	0.24%	1,077.46	0.19%	4,226.55	0.12%	17,152.00	0.19%	15,569.32	0.18%
717.38	0.39%	651.00	0.12%	1,485.43	0.26%	6,318.43	0.17%	5,832.00	0.07%	14,201.40	0.16%
503.37	0.28%	1,700.00	0.31%	1,607.25	0.28%	12,119.44	0.33%	20,340.00	0.23%	19,223.76	0.22%
1,543.03	0.85%	3,693.00	0.66%	4,170.14	0.74%	22,664.42	0.62%	43,324.00	0.49%	48,994.48	0.56%
6,167.31	3.38%	20,139.00	3.63%	12,651.58	2.23%	73,131.19	2.00%	237,387.00	2.68%	219,795.76	2.52%
Other Expenses											
Operating Supplies											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	411.18	0.00%
-	0.00%	-	0.00%	43.30	0.01%	-	0.00%	-	0.00%	325.51	0.00%
845.78	0.46%	1,019.00	0.18%	2,157.96	0.38%	12,352.67	0.34%	16,498.00	0.19%	15,245.69	0.17%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	5,300.00	0.06%	1,865.97	0.02%
-	0.00%	250.00	0.05%	-	0.00%	-	0.00%	250.00	0.00%	-	0.00%
(875.00)	-0.48%	970.00	0.17%	1,831.34	0.32%	1,827.90	0.05%	13,624.00	0.15%	14,564.27	0.17%
3,604.02	1.98%	10,793.00	1.94%	10,918.62	1.92%	71,551.30	1.96%	171,162.00	1.93%	165,711.13	1.90%
12,588.90	6.90%	26,983.00	4.86%	21,900.86	3.86%	157,907.54	4.31%	393,995.00	4.44%	336,195.59	3.85%
965.81	0.53%	12,412.00	2.23%	15,084.41	2.66%	75,705.11	2.07%	196,836.00	2.22%	198,478.21	2.28%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	1,394.00	0.02%	-	0.00%
3,121.00	1.71%	4,268.00	0.77%	4,145.00	0.73%	40,002.63	1.09%	51,216.00	0.58%	49,740.00	0.57%
150.00	0.08%	0.00	0.00%	150.00	0.03%	1,650.00	0.05%	46.00	0.00%	1,820.00	0.02%
-	0.00%	0.00	0.00%	-	0.00%	83.90	0.00%	111.00	0.00%	40.90	0.00%
10.58	0.01%	9.00	0.00%	5.30	0.00%	105.36	0.00%	108.00	0.00%	113.98	0.00%
-	0.00%	-	0.00%	-	0.00%	250.00	0.01%	-	0.00%	-	0.00%
263.22	0.14%	2,100.00	0.38%	2,085.21	0.37%	1,172.63	0.03%	12,550.00	0.14%	11,576.11	0.13%
545.90	0.30%	838.00	0.15%	819.00	0.14%	7,427.29	0.20%	10,056.00	0.11%	9,828.00	0.11%
-	0.00%	335.00	0.06%	-	0.00%	-	0.00%	875.00	0.01%	223.81	0.00%
-	0.00%	75.00	0.01%	83.33	0.01%	1,023.56	0.03%	5,000.00	0.06%	4,650.53	0.05%
-	0.00%	100.00	0.02%	77.53	0.01%	253.73	0.01%	2,200.00	0.02%	1,921.83	0.02%
21,220.21	11.64%	60,152.00	10.83%	59,301.86	10.45%	371,313.62	10.15%	881,221.00	9.94%	812,712.71	9.32%
\$27,387.52	15.02%	\$80,291.00	14.45%	\$71,953.44	12.68%	\$444,444.81	12.14%	\$1,118,608.00	12.62%	\$1,032,508.47	11.84%



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
4,507.04	2.47%	5,960.00	1.07%	5,492.28	0.97%	62,840.60	1.72%	70,341.00	0.79%	66,836.51	0.77%
3,160.54	1.73%	3,009.00	0.54%	2,564.07	0.45%	28,147.58	0.77%	34,820.00	0.39%	32,433.05	0.37%
-	0.00%	4,250.00	0.77%	7,719.60	1.36%	6,084.74	0.17%	50,220.00	0.57%	55,808.68	0.64%
7,667.58	4.21%	13,219.00	2.38%	15,775.95	2.78%	97,072.92	2.65%	155,381.00	1.75%	155,078.24	1.78%
7,667.58	4.21%	13,219.00	2.38%	15,775.95	2.78%	97,072.92	2.65%	155,381.00	1.75%	155,078.24	1.78%
Payroll-Related Expenses											
686.18	0.38%	759.00	0.14%	839.76	0.15%	7,614.68	0.21%	9,814.00	0.11%	9,091.58	0.10%
831.21	0.46%	234.00	0.04%	676.83	0.12%	6,251.99	0.17%	1,968.00	0.02%	7,773.30	0.09%
1,947.88	1.07%	306.00	0.06%	351.64	0.06%	11,573.00	0.32%	3,661.00	0.04%	8,759.05	0.10%
3,465.27	1.90%	1,299.00	0.23%	1,868.23	0.33%	25,439.67	0.70%	15,443.00	0.17%	25,623.93	0.29%
11,132.85	6.11%	14,518.00	2.61%	17,644.18	3.11%	122,512.59	3.35%	170,824.00	1.93%	180,702.17	2.07%
Other Expenses											
426.60	0.23%	714.00	0.13%	212.48	0.04%	4,491.50	0.12%	9,665.00	0.11%	9,327.08	0.11%
-	0.00%	23.00	0.00%	50.74	0.01%	1,251.24	0.03%	316.00	0.00%	218.95	0.00%
-	0.00%	87.00	0.02%	-	0.00%	1,449.71	0.04%	1,180.00	0.01%	1,042.84	0.01%
17.37	0.01%	400.00	0.07%	94.50	0.02%	60.85	0.00%	1,150.00	0.01%	1,054.14	0.01%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	393.00	0.00%	392.63	0.00%
2,711.49	1.49%	4,429.00	0.80%	3,849.26	0.68%	34,088.58	0.93%	47,349.00	0.53%	46,044.69	0.53%
235.00	0.13%	1,100.00	0.20%	721.50	0.13%	3,162.40	0.09%	23,600.00	0.27%	24,275.49	0.28%
-	0.00%	0.00	0.00%	-	0.00%	200.00	0.01%	796.00	0.01%	933.09	0.01%
1,062.67	0.58%	1,063.00	0.19%	850.54	0.15%	12,752.04	0.35%	12,756.00	0.14%	10,062.73	0.12%
-	0.00%	25.00	0.00%	239.37	0.04%	7.49	0.00%	300.00	0.00%	383.70	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	39.00	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	136.97	0.00%
69.25	0.04%	78.00	0.01%	99.97	0.02%	580.20	0.02%	1,061.00	0.01%	1,289.86	0.01%
-	0.00%	202.00	0.04%	-	0.00%	-	0.00%	804.00	0.01%	389.53	0.00%
980.00	0.54%	1,000.00	0.18%	382.00	0.07%	13,500.25	0.37%	17,600.00	0.20%	15,513.76	0.18%
-	0.00%	726.00	0.13%	-	0.00%	3,723.93	0.10%	11,260.00	0.13%	9,961.43	0.11%
-	0.00%	479.00	0.09%	2,418.27	0.43%	949.17	0.03%	6,487.00	0.07%	9,847.93	0.11%
162.50	0.09%	500.00	0.09%	373.25	0.07%	10,737.24	0.29%	10,400.00	0.12%	9,780.82	0.11%
88.86	0.05%	51.00	0.01%	-	0.00%	177.72	0.00%	602.00	0.01%	128.91	0.00%
309.16	0.17%	500.00	0.09%	228.58	0.04%	5,091.27	0.14%	8,849.00	0.10%	8,502.64	0.10%
675.00	0.37%	581.00	0.10%	385.00	0.07%	6,213.10	0.17%	10,172.00	0.11%	6,052.52	0.07%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	465.00	0.01%	743.57	0.01%
6,737.90	3.70%	11,958.00	2.15%	9,905.46	1.75%	98,436.69	2.69%	165,205.00	1.86%	156,122.28	1.79%
\$17,870.75	9.80%	\$26,476.00	4.77%	\$27,549.64	4.86%	\$220,949.28	6.04%	\$336,029.00	3.79%	\$336,824.45	3.86%



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Utilities											
					Utilities						
4,660.52	2.56%	9,006.00	1.62%	5,839.90	1.03% Electricity	121,357.49	3.32%	148,622.00	1.68%	142,751.53	1.64%
3,369.28	1.85%	2,092.00	0.38%	3,224.98	0.57% Gas	21,173.72	0.58%	28,309.00	0.32%	28,265.16	0.32%
2,031.68	1.11%	1,569.00	0.28%	2,210.36	0.39% Water	20,285.02	0.55%	21,232.00	0.24%	22,233.47	0.25%
1,012.68	0.56%	1,177.00	0.21%	1,286.75	0.23% Sewer	11,360.53	0.31%	15,923.00	0.18%	15,199.23	0.17%
<u>\$11,074.16</u>	<u>6.07%</u>	<u>\$13,844.00</u>	<u>2.49%</u>	<u>\$12,561.99</u>	<u>2.21%</u> Total Utilities	<u>\$174,176.76</u>	<u>4.76%</u>	<u>\$214,086.00</u>	<u>2.42%</u>	<u>\$208,449.39</u>	<u>2.39%</u>



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Hersha Hospitality Management LP
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<div><div>HMM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Management Fees												
Management Fees												
5,469.78	3.00%	16,648.00	3.00%	16,962.59	2.99%	Base Fee	109,701.30	3.00%	265,508.00	3.00%	261,269.68	3.00%
\$5,469.78	3.00%	\$16,648.00	3.00%	\$16,962.59	2.99%	Total Management Fees	\$109,701.30	3.00%	\$265,508.00	3.00%	\$261,269.68	3.00%



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Non Operating Income												
Non Operating Income												
	0.00%	0.00	0.00%	-	0.00%	Interest Income	0.00%	799.00	0.01%	799.36	0.01%	
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Non Operating Income Fees	\$0.00	0.00%	\$799.00	0.01%	\$799.36	0.01%



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
113,946.53	62.50%	99,873.00	17.98%	97,058.33	17.11%	1,181,588.16	32.29%	1,184,401.00	13.36%	1,008,574.96	11.56%
113,946.53	62.50%	99,873.00	17.98%	97,058.33	17.11%	1,181,588.16	32.29%	1,184,401.00	13.36%	1,008,574.96	11.56%
Property and Other Taxes											
47,229.00	25.90%	47,123.00	8.48%	47,123.00	8.31%	587,460.84	16.05%	565,476.00	6.38%	727,870.79	8.35%
47,229.00	25.90%	47,123.00	8.48%	47,123.00	8.31%	587,460.84	16.05%	565,476.00	6.38%	727,870.79	8.35%
Insurance											
10,685.08	5.86%	10,267.00	1.85%	10,592.62	1.87%	126,478.18	3.46%	123,204.00	1.39%	86,815.91	1.00%
305.00	0.17%	305.00	0.05%	296.00	0.05%	3,660.00	0.10%	3,660.00	0.04%	3,552.00	0.04%
4,286.33	2.35%	2,221.00	0.40%	2,239.00	0.39%	43,358.67	1.18%	26,652.00	0.30%	26,682.95	0.31%
15,276.41	8.38%	12,793.00	2.30%	13,127.62	2.31%	173,496.85	4.74%	153,516.00	1.73%	117,050.86	1.34%
<u>\$176,451.94</u>	<u>96.78%</u>	<u>\$159,789.00</u>	<u>28.77%</u>	<u>\$157,308.95</u>	<u>27.73%</u>	<u>\$1,942,545.85</u>	<u>53.08%</u>	<u>\$1,903,393.00</u>	<u>21.47%</u>	<u>\$1,853,496.61</u>	<u>21.25%</u>



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Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

HHM		Current Month				Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
(2,243.10)	-1.23%		0.00%	(2,243.10)	-0.40%	PTEB Allocation	(27,962.64)	-0.76%		0.00%	(27,818.14)	-0.32%
2,243.10	1.23%		0.00%	2,243.10	0.40%	Workers' Compensation Insurance	27,962.64	0.76%		0.00%	27,818.14	0.32%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

						Interest							
117,850.30	64.64%	121,600.00	21.89%	120,537.89	21.25%	Interest Expense		1,417,796.25	38.74%	1,459,200.00	16.46%	1,468,043.44	16.83%
\$117,850.30	64.64%	\$121,600.00	21.89%	\$120,537.89	21.25%	Total Interest		\$1,417,796.25	38.74%	\$1,459,200.00	16.46%	\$1,468,043.44	16.83%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Other Fixed Expenses											
Other Fixed Expenses											
-	0.00%		0.00%	300.00	0.05%	17,967.96	0.49%		0.00%	19,732.38	0.23%
Owner's Expense											
\$0.00	0.00%	\$0.00	0.00%	\$300.00	0.05%	\$17,967.96	0.49%	\$0.00	0.00%	\$19,732.38	0.23%
Total Other Fixed Expenses											



259 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
5,084		5,084		5,084		60,024		60,024		59,860	
2,495		4,016		3,908		26,615		51,790		51,908	
49.08%		78.99%		76.87%		44.34%		86.28%		86.72%	
126.84		140.01		140.84		163.27		165.66		161.19	
62.25		110.60		108.26		72.40		142.94		139.77	
Revenue											
289,097.30	91.35%	491,984.00	87.50%	459,428.69	83.47%	3,815,222.67	87.80%	7,456,637.00	86.91%	7,015,731.61	83.85%
23,123.75	7.31%	70,310.00	12.50%	81,821.39	14.87%	482,374.96	11.10%	1,122,966.00	13.09%	1,227,750.55	14.67%
-	0.00%	0.00	0.00%	5,952.00	1.08%	315.36	0.01%	0.00	0.00%	74,651.53	0.89%
1,986.09	0.63%	0.00	0.00%	3,092.31	0.56%	35,135.04	0.81%	0.00	0.00%	48,643.41	0.58%
2,250.00	0.71%		0.00%	119.00	0.02%	12,434.67	0.29%		0.00%	84.91	0.00%
316,457.14	100.00%	562,294.00	100.00%	550,413.39	100.00%	4,345,482.70	100.00%	8,579,603.00	100.00%	8,366,862.01	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
6,081.60	1.92%	6,708.00	1.19%	6,269.56	1.14%	69,716.80	1.60%	79,171.00	0.92%	60,584.04	0.72%
850.14	0.27%	6,699.00	1.19%	4,379.84	0.80%	24,173.78	0.56%	84,518.00	0.99%	76,603.87	0.92%
-	0.00%	6,743.00	1.20%	4,475.63	0.81%	14,811.60	0.34%	79,475.00	0.93%	78,694.61	0.94%
3,911.57	1.24%	3,596.00	0.64%	3,491.35	0.63%	40,072.33	0.92%	42,572.00	0.50%	52,337.36	0.63%
	0.00%	2,381.00	0.42%	688.38	0.13%		0.00%	27,489.00	0.32%	2,627.69	0.03%
23,947.24	7.57%	64,098.00	11.40%	66,838.80	12.14%	312,876.18	7.20%	823,958.00	9.60%	775,848.80	9.27%
34,790.55	10.99%	90,225.00	16.05%	86,143.56	15.65%	461,650.69	10.62%	1,137,183.00	13.25%	1,046,696.37	12.51%
-	0.00%	100.00	0.02%	137.50	0.02%	975.00	0.02%	1,200.00	0.01%	1,954.50	0.02%
34,790.55	10.99%	90,325.00	16.06%	86,281.06	15.68%	462,625.69	10.65%	1,138,383.00	13.27%	1,048,650.87	12.53%
Payroll-Related Expenses											
874.62	0.28%	2,159.00	0.38%	2,030.65	0.37%	13,093.81	0.30%	26,238.00	0.31%	23,500.63	0.28%
1,238.24	0.39%	1,452.00	0.26%	1,874.05	0.34%	10,778.17	0.25%	12,936.00	0.15%	16,560.23	0.20%
1,424.47	0.45%	3,295.00	0.59%	2,742.02	0.50%	22,505.73	0.52%	39,597.00	0.46%	31,267.62	0.37%
3,537.33	1.12%	6,906.00	1.23%	6,646.72	1.21%	46,377.71	1.07%	78,771.00	0.92%	71,328.48	0.85%
38,327.88	12.11%	97,231.00	17.29%	92,927.78	16.88%	509,003.40	11.71%	1,217,154.00	14.19%	1,119,979.35	13.39%
Other Expenses											
1,449.22	0.46%	1,044.00	0.19%	1,399.45	0.25%	7,513.68	0.17%	13,463.00	0.16%	14,270.82	0.17%
1,702.44	0.54%	3,373.00	0.60%	4,111.65	0.75%	22,372.16	0.51%	47,521.00	0.55%	49,569.76	0.59%
569.07	0.18%	3,213.00	0.57%	3,568.88	0.65%	12,688.38	0.29%	45,677.00	0.53%	44,859.35	0.54%
1,266.47	0.40%	2,687.00	0.48%	2,891.50	0.53%	21,059.10	0.48%	34,647.00	0.40%	34,749.74	0.42%
(1,934.69)	-0.61%	562.00	0.10%	1,077.78	0.20%	3,875.16	0.09%	8,749.00	0.10%	9,146.84	0.11%
5,823.48	1.84%	21,164.00	3.76%	23,055.38	4.19%	87,074.37	2.00%	280,181.00	3.27%	278,260.37	3.33%
-	0.00%		0.00%		0.00%	457.50	0.01%		0.00%		0.00%
1,105.26	0.35%	0.00	0.00%	225.76	0.04%	3,825.72	0.09%	0.00	0.00%	8,785.55	0.11%
1,118.82	0.35%	1,365.00	0.24%	1,343.54	0.24%	10,913.66	0.25%	17,877.00	0.21%	16,517.83	0.20%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	216.10	0.00%
257.95	0.08%	116.00	0.02%	263.23	0.05%	1,242.34	0.03%	1,391.00	0.02%	1,609.44	0.02%
2,900.00	0.92%	2,800.00	0.50%	2,793.67	0.51%	34,008.54	0.78%	33,600.00	0.39%	33,660.54	0.40%
13,531.99	4.28%	15,294.00	2.72%	17,631.95	3.20%	114,213.03	2.63%	233,364.00	2.72%	229,574.20	2.74%
13,491.65	4.26%	4,779.00	0.85%	13,486.87	2.45%	33,320.88	0.77%	67,138.00	0.78%	80,031.53	0.96%
6,615.56	2.09%	12,851.00	2.29%	12,492.88	2.27%	84,431.01	1.94%	164,425.00	1.92%	161,659.13	1.93%
-	0.00%	600.00	0.11%	-	0.00%	-	0.00%	2,000.00	0.02%	2,054.52	0.02%
190.82	0.06%	250.00	0.04%	113.77	0.02%	393.40	0.01%	3,000.00	0.03%	3,067.41	0.04%
48,088.04	15.20%	70,098.00	12.47%	84,456.31	15.34%	437,388.93	10.07%	953,033.00	11.11%	968,033.13	11.57%
86,415.92	27.31%	167,329.00	29.76%	177,384.09	32.23%	946,392.33	21.78%	2,170,187.00	25.29%	2,088,012.48	24.96%
\$230,041.22	72.69%	\$394,965.00	70.24%	\$373,029.30	67.77%	\$3,399,090.37	78.22%	\$6,409,416.00	74.71%	\$6,278,849.53	75.04%



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Food Department Schedule											
Revenue											
-	0.00%	2,651.00	23.43%	2,433.78	27.54%	6,157.79	8.62%	35,236.00	24.92%	31,791.23	23.34%
275.00	9.47%	3,500.00	30.94%	2,899.70	32.82%	21,528.96	30.15%	41,500.00	29.35%	41,116.70	30.19%
275.00	9.47%	6,151.00	54.37%	5,333.48	60.36%	27,686.75	38.77%	76,736.00	54.28%	72,907.93	53.53%
Other Revenue											
-	0.00%	600.00	5.30%	398.00	4.50%	3,700.00	5.18%	8,355.00	5.91%	8,177.00	6.00%
2,096.78	72.22%	3,000.00	26.52%	1,950.00	22.07%	28,070.68	39.31%	36,408.00	25.75%	35,654.38	26.18%
531.67	18.31%	1,562.00	13.81%	1,154.50	13.07%	11,946.39	16.73%	19,880.00	14.06%	19,455.92	14.29%
2,628.45	90.53%	5,162.00	45.63%	3,502.50	39.64%	43,717.07	61.23%	64,643.00	45.72%	63,287.30	46.47%
2,903.45	100.00%	11,313.00	100.00%	8,835.98	100.00%	71,403.82	100.00%	141,379.00	100.00%	136,195.23	100.00%
Cost of Food											
-	0.00%	1,046.00	17.01%	1,000.83	18.77%	4,172.08	15.07%	13,047.00	17.00%	13,070.80	17.93%
-	0.00%	1,046.00	17.01%	1,000.83	18.77%	4,172.08	15.07%	13,047.00	17.00%	13,070.80	17.93%
Cost of Other Revenue											
-	0.00%	-	0.00%	48.06	12.08%	-	0.00%	-	0.00%	48.06	0.59%
175.87	6.06%	1,820.00	16.09%	898.48	10.17%	10,172.52	14.25%	21,040.00	14.88%	18,993.28	13.95%
175.87	6.69%	1,820.00	35.26%	946.54	27.02%	10,172.52	23.27%	21,040.00	32.55%	19,041.34	30.09%
175.87	6.06%	2,866.00	25.33%	1,947.37	22.04%	14,344.60	20.09%	34,087.00	24.11%	32,112.14	23.58%
2,727.58	93.94%	8,447.00	74.67%	6,888.61	77.96%	57,059.22	79.91%	107,292.00	75.89%	104,083.09	76.42%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,599.23	1.17%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	616.55	0.45%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	2,215.78	1.63%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	2,215.78	1.63%
Payroll-Related Expenses											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	189.34	0.14%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	178.91	0.13%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	94.94	0.07%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	463.19	0.34%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	2,678.97	1.97%
Other Expenses											
-	0.00%	351.00	3.10%	529.90	6.00%	1,184.75	1.66%	4,382.00	3.10%	5,160.17	3.79%
-	0.00%	351.00	3.10%	529.90	6.00%	1,184.75	1.66%	4,382.00	3.10%	7,839.14	5.76%
\$2,727.58	93.94%	\$8,096.00	71.56%	\$6,358.71	71.96%	\$55,874.47	78.25%	\$102,910.00	72.79%	\$96,243.95	70.67%



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Beverage Department Schedule											
Revenue											
-	0.00%	7,229.00	100.00%	7,134.00	100.00%	27,963.49	92.82%	116,782.00	96.65%	117,865.12	96.94%
-	0.00%	0.00	0.00%	-	0.00%	2,163.25	7.18%	4,050.00	3.35%	3,725.25	3.06%
-	0.00%	7,229.00	100.00%	7,134.00	100.00%	30,126.74	100.00%	120,832.00	100.00%	121,590.37	100.00%
Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	7,229.00	100.00%	7,134.00	100.00%	30,126.74	100.00%	120,832.00	100.00%	121,590.37	100.00%
-	0.00%	2,344.00	32.42%	3,572.68	50.08%	8,838.68	29.34%	37,432.00	30.98%	40,027.78	32.92%
Cost of Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	2,344.00	32.42%	3,572.68	50.08%	8,838.68	29.34%	37,432.00	30.98%	40,027.78	32.92%
-	0.00%	4,885.00	67.58%	3,561.32	49.92%	21,288.06	70.66%	83,400.00	69.02%	81,562.59	67.08%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	0.00	0.00%	-	0.00%	1,914.00	6.35%	4,800.00	3.97%	5,047.18	4.15%
-	0.00%	-	0.00%	-	0.00%	1,914.00	6.35%	4,800.00	3.97%	5,047.18	4.15%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	100.00	0.08%
-	0.00%	-	0.00%	-	0.00%	1,914.00	6.35%	4,800.00	3.97%	5,147.18	4.23%
Payroll-Related Expenses											
-	0.00%	0.00	0.00%	-	0.00%	285.78	0.95%	550.00	0.46%	821.72	0.68%
-	0.00%	-	0.00%	-	0.00%	71.90	0.24%	-	0.00%	100.32	0.08%
-	0.00%	-	0.00%	-	0.00%	357.68	1.19%	550.00	0.46%	922.04	0.76%
-	0.00%	-	0.00%	-	0.00%	2,271.68	7.54%	5,350.00	4.43%	6,069.22	4.99%
Other Expenses											
-	0.00%	-	0.00%	-	0.00%	216.10	0.72%	-	0.00%	110.89	0.09%
-	0.00%	0.00	0.00%	-	0.00%	175.00	0.58%	175.00	0.14%	175.00	0.14%
-	0.00%	-	0.00%	-	0.00%	391.10	1.30%	175.00	0.14%	285.89	0.24%
-	0.00%	-	0.00%	-	0.00%	2,662.78	8.84%	5,525.00	4.57%	6,355.11	5.23%
\$0.00	0.00%	\$4,885.00	67.58%	\$3,561.32	49.92%	\$18,625.28	61.82%	\$77,875.00	64.45%	\$75,207.48	61.85%



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



239 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



239 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



239 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



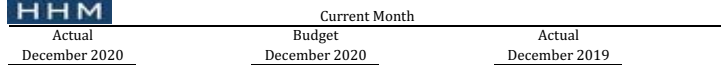
239 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

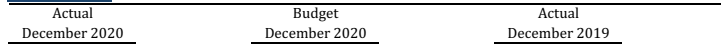


239 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Other / Miscellaneous												
Revenue												
2,237.00	28.86%	4,016.00	52.58%	3,932.00	51.02%	Gift & Market Shop Non - Tax	26,223.75	33.75%	53,476.00	52.88%	51,212.75	45.55%
1,993.74	25.72%	2,410.00	31.55%	2,686.69	34.86%	Gift & Market Shop Taxable	23,878.89	30.73%	32,153.00	31.79%	34,192.65	30.41%
334.00	4.31%	462.00	6.05%	390.00	5.06%	Guest Laundry/Valet	4,012.83	5.16%	5,955.00	5.89%	6,440.55	5.73%
3,186.29	41.11%	750.00	9.82%	697.93	9.06%	Other Miscellaneous Revenue	23,125.88	29.76%	9,550.00	9.44%	9,669.17	8.60%
-	0.00%		0.00%	-	0.00%	Audit Results	457.47	0.59%		0.00%	10,909.79	9.70%
7,751.03	100.00%	7,638.00	100.00%	7,706.62	100.00%	Total Other/Miscellaneous Revenue	77,698.82	100.00%	101,134.00	100.00%	112,424.91	100.00%
Cost of Sales												
-	0.00%		0.00%	-	0.00%	Cost of Banquet F&B-Select Svc	-	0.00%		0.00%	139.91	0.00%
1,320.19	31.20%	2,209.00	34.38%	2,359.99	35.66%	Cost of Gift Shop Merchandise	16,281.85	32.50%	29,412.00	34.35%	29,074.45	34.04%
291.59	87.30%	416.00	90.04%	298.56	76.55%	Cost of Guest Laundry/Valet	2,890.43	72.03%	5,360.00	90.01%	5,594.68	86.87%
1,611.78	20.79%	2,625.00	34.37%	2,658.55	34.50%	Total Other/Miscellaneous Cost of Sales	19,172.28	24.68%	34,772.00	34.38%	34,809.04	30.96%
\$6,139.25	79.21%	\$5,013.00	65.63%	\$5,048.07	65.50%	Departmental Income (Loss)	\$58,526.54	75.32%	\$66,362.00	65.62%	\$77,615.87	69.04%



Rentals and Other Income												
Revenue												
236.63	93.95%	446.00	100.00%	768.37	71.15%	Commissions	2,975.07	50.44%	5,748.00	100.00%	5,686.42	37.20%
15.24	6.05%		0.00%	33.54	3.11%	Cash Discounts Earned	206.59	3.50%		0.00%	3,639.23	23.80%
-	0.00%		0.00%	278.00	25.74%	Cancellation Penalties	2,716.23	46.05%		0.00%	5,962.11	39.00%
251.87	100.00%	446.00	100.00%	1,079.91	100.00%	Total Rentals and Other Income	5,897.89	100.00%	5,748.00	100.00%	15,287.76	100.00%
\$251.87	100.00%	\$446.00	100.00%	\$1,079.91	100.00%	Total Rentals and Other Income	\$5,897.89	100.00%	\$5,748.00	100.00%	\$15,287.76	100.00%



259 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Administrative and General											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
12,080.47	3.69%	13,762.00	2.34%	10,661.57	1.85%	127,629.71	2.82%	162,421.00	1.82%	144,411.52	1.65%
-	0.00%	2,706.00	0.46%	2,428.52	0.42%	8,826.23	0.19%	31,249.00	0.35%	29,438.59	0.34%
1,694.57	0.52%		0.00%		0.00%	8,944.62	0.20%		0.00%		0.00%
13,775.04	4.21%	16,468.00	2.80%	13,090.09	2.28%	145,400.56	3.21%	193,670.00	2.16%	173,850.11	1.99%
-	0.00%	1,600.00	0.27%	4,456.50	0.77%	(6,143.00)	-0.14%	19,200.00	0.21%	32,075.50	0.37%
13,775.04	4.21%	18,068.00	3.07%	17,546.59	3.05%	139,257.56	3.07%	212,870.00	2.38%	205,925.61	2.35%
Payroll-Related Expenses											
878.83	0.27%	1,442.00	0.24%	1,511.25	0.26%	9,987.39	0.22%	16,908.00	0.19%	17,990.59	0.21%
1,245.10	0.38%	791.00	0.13%	1,576.85	0.27%	11,981.60	0.26%	5,292.00	0.06%	17,318.22	0.20%
1,306.06	0.40%	1,991.00	0.34%	1,114.28	0.19%	19,689.02	0.43%	23,888.00	0.27%	19,572.28	0.22%
3,429.99	1.05%	4,224.00	0.72%	4,202.38	0.73%	41,658.01	0.92%	46,088.00	0.52%	54,881.09	0.63%
17,205.03	5.26%	22,292.00	3.79%	21,748.97	3.78%	180,915.57	3.99%	258,958.00	2.89%	260,806.70	2.98%
Other Expenses											
310.54	0.09%	250.00	0.04%	(59.53)	-0.01%	1,346.40	0.03%	3,000.00	0.03%	2,164.37	0.02%
-	0.00%		0.00%		0.00%	25.00	0.00%		0.00%		0.00%
-	0.00%	0.00	0.00%	-	0.00%	3,542.66	0.08%	2,000.00	0.02%	2,799.00	0.03%
-	0.00%		0.00%	-	0.00%	318.00	0.01%		0.00%	2,239.34	0.03%
772.00	0.24%		0.00%	-	0.00%	772.00	0.02%		0.00%	995.06	0.01%
997.79	0.30%	1,268.00	0.22%	1,114.48	0.19%	12,887.15	0.28%	15,216.00	0.17%	14,808.96	0.17%
699.26	0.21%	1,500.00	0.25%	725.61	0.13%	2,561.45	0.06%	6,300.00	0.07%	5,468.89	0.06%
360.00	0.11%	360.00	0.06%	360.00	0.06%	4,320.00	0.10%	4,320.00	0.05%	4,320.00	0.05%
-	0.00%		0.00%		0.00%	91.49	0.00%		0.00%		0.00%
3,353.67	1.02%	3,354.00	0.57%	3,256.00	0.57%	40,244.04	0.89%	40,248.00	0.45%	39,072.00	0.45%
360.75	0.11%	361.00	0.06%	204.00	0.04%	4,329.00	0.10%	4,332.00	0.05%	2,448.00	0.03%
489.85	0.15%	500.00	0.08%	1,049.77	0.18%	6,627.22	0.15%	6,000.00	0.07%	6,484.43	0.07%
-	0.00%	0.00	0.00%	246.12	0.04%	35.00	0.00%	0.00	0.00%	252.62	0.00%
-	0.00%		0.00%	(189.27)	-0.03%	(220.17)	0.00%		0.00%	699.06	0.01%
779.58	0.24%	0.00	0.00%	11,357.49	1.97%	11,636.35	0.26%	0.00	0.00%	19,053.78	0.22%
0.44	0.00%		0.00%	3.31	0.00%	153.08	0.00%		0.00%	193.64	0.00%
8,207.00	2.51%	16,195.00	2.75%	18,443.10	3.21%	124,577.85	2.75%	246,089.00	2.75%	242,513.54	2.77%
(0.59)	0.00%		0.00%	(10.19)	0.00%	8.18	0.00%		0.00%	117.72	0.00%
191.66	0.06%	240.00	0.04%	176.66	0.03%	5,969.74	0.13%	4,925.00	0.06%	5,013.13	0.06%
-	0.00%		0.00%	-	0.00%	268.12	0.01%		0.00%	279.61	0.00%
38.14	0.01%	50.00	0.01%	54.21	0.01%	616.75	0.01%	600.00	0.01%	791.10	0.01%
-	0.00%		0.00%	-	0.00%		0.00%		0.00%	46.46	0.00%
-	0.00%	325.00	0.06%	465.16	0.08%	639.43	0.01%	4,575.00	0.05%	5,220.20	0.06%
-	0.00%	113.00	0.02%	-	0.00%	90.93	0.00%	1,356.00	0.02%	1,133.31	0.01%
-	0.00%		0.00%	-	0.00%	156.70	0.00%		0.00%		0.00%
(103.31)	-0.03%		0.00%	-	0.00%	299.83	0.01%		0.00%	-	0.00%
16,456.78	5.03%	24,516.00	4.16%	37,196.92	6.47%	221,296.20	4.88%	338,961.00	3.79%	356,114.22	4.07%
\$33,661.81	10.28%	\$46,808.00	7.95%	\$58,945.89	10.25%	\$402,211.77	8.88%	\$597,919.00	6.68%	\$616,920.92	7.05%



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Information & Telecommunication Systems											
Expenses											
Cost of Services											
(750.36)	-0.23%	800.00	0.14%	1,570.09	0.27%	18,372.86	0.41%	12,000.00	0.13%	18,617.59	0.21%
120.00	0.04%	150.00	0.03%	170.00	0.03%	1,520.00	0.03%	1,800.00	0.02%	1,900.00	0.02%
1,356.79	0.41%	1,800.00	0.31%	4,139.61	0.72%	39,631.08	0.87%	27,900.00	0.31%	49,179.92	0.56%
726.43	0.22%	2,750.00	0.47%	5,879.70	1.02%	59,523.94	1.31%	41,700.00	0.47%	69,697.51	0.80%
System Expenses											
308.33	0.09%	308.00	0.05%	308.33	0.05%	3,700.00	0.08%	3,696.00	0.04%	3,700.00	0.04%
1,271.00	0.39%	1,271.00	0.22%	1,234.00	0.21%	15,252.00	0.34%	15,252.00	0.17%	14,808.00	0.17%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	409.90	0.00%
285.83	0.09%	286.00	0.05%	214.00	0.04%	3,429.96	0.08%	3,432.00	0.04%	3,329.90	0.04%
63.58	0.02%	130.00	0.02%	233.98	0.04%	1,925.95	0.04%	1,560.00	0.02%	1,112.84	0.01%
1,555.60	0.48%	1,500.00	0.25%	1,440.80	0.25%	19,459.41	0.43%	18,000.00	0.20%	19,881.46	0.23%
276.00	0.08%	480.00	0.08%	1,060.37	0.18%	3,686.26	0.08%	8,515.00	0.10%	6,250.31	0.07%
3,760.34	1.15%	3,975.00	0.67%	4,491.48	0.78%	47,453.58	1.05%	50,455.00	0.56%	49,492.41	0.57%
Other Expenses											
123.03	0.04%	115.00	0.02%	119.13	0.02%	5,029.07	0.11%	3,009.00	0.03%	3,256.61	0.04%
123.03	0.04%	115.00	0.02%	119.13	0.02%	5,029.07	0.11%	3,009.00	0.03%	3,256.61	0.04%
\$4,609.80	1.41%	\$6,840.00	1.16%	\$10,490.31	1.82%	\$112,006.59	2.47%	\$95,164.00	1.06%	\$122,446.53	1.40%



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
5,750.00	1.76%	4,680.00	0.79%	2,411.55	0.42%	18,246.09	0.40%	52,893.00	0.59%	50,324.88	0.57%
2,461.73	0.75%	3,717.00	0.63%	3,729.17	0.65%	39,798.72	0.88%	43,869.00	0.49%	40,445.13	0.46%
1,992.15	0.61%	5,549.00	0.94%	5,678.11	0.99%	28,601.70	0.63%	65,491.00	0.73%	64,745.15	0.74%
10,203.88	3.12%	13,946.00	2.37%	11,818.83	2.05%	86,646.51	1.91%	162,253.00	1.81%	155,515.16	1.78%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	100.00	0.00%
10,203.88	3.12%	13,946.00	2.37%	11,818.83	2.05%	86,646.51	1.91%	162,253.00	1.81%	155,615.16	1.78%
Payroll-Related Expenses											
759.66	0.23%	690.00	0.12%	547.26	0.10%	4,697.21	0.10%	7,954.00	0.09%	7,289.85	0.08%
904.33	0.28%	616.00	0.10%	593.07	0.10%	4,916.39	0.11%	4,956.00	0.06%	6,837.52	0.08%
747.91	0.23%	1,114.00	0.19%	585.20	0.10%	9,373.80	0.21%	13,202.00	0.15%	13,569.91	0.16%
2,411.90	0.74%	2,420.00	0.41%	1,725.53	0.30%	18,987.40	0.42%	26,112.00	0.29%	27,697.28	0.32%
12,615.78	3.85%	16,366.00	2.78%	13,544.36	2.35%	105,633.91	2.33%	188,365.00	2.10%	183,312.44	2.09%
Other Expenses											
6.53	0.00%	116.00	0.02%	288.46	0.05%	2,537.63	0.06%	1,501.00	0.02%	1,721.89	0.02%
482.14	0.15%	1,004.00	0.17%	199.24	0.03%	2,317.80	0.05%	12,911.00	0.14%	11,720.76	0.13%
-	0.00%	217.00	0.04%	127.92	0.02%	1,543.15	0.03%	2,798.00	0.03%	2,663.24	0.03%
1,325.67	0.40%	651.00	0.11%	650.12	0.11%	3,660.54	0.08%	8,391.00	0.09%	8,534.22	0.10%
525.00	0.16%	715.00	0.12%	788.72	0.14%	8,272.26	0.18%	8,580.00	0.10%	8,736.47	0.10%
329.00	0.10%	600.00	0.10%	1,009.56	0.18%	5,783.99	0.13%	7,200.00	0.08%	7,910.94	0.09%
1,390.08	0.42%	1,390.00	0.24%	1,089.80	0.19%	16,680.96	0.37%	16,680.00	0.19%	12,893.44	0.15%
-	0.00%	0.00	0.00%	-	0.00%	255.84	0.01%	500.00	0.01%	348.75	0.00%
-	0.00%		0.00%		0.00%	14.13	0.00%		0.00%		0.00%
9.99	0.00%	29.00	0.00%	15.52	0.00%	266.35	0.01%	378.00	0.00%	266.17	0.00%
144.86	0.04%	183.00	0.03%	492.99	0.09%	1,639.60	0.04%	2,376.00	0.03%	2,695.27	0.03%
-	0.00%		0.00%	-	0.00%	752.11	0.02%		0.00%	309.70	0.00%
2,728.00	0.83%	2,650.00	0.45%	2,388.00	0.42%	39,546.00	0.87%	36,080.00	0.40%	36,165.75	0.41%
351.34	0.11%	1,606.00	0.27%	666.25	0.12%	5,582.50	0.12%	20,713.00	0.23%	17,317.45	0.20%
-	0.00%	327.00	0.06%	-	0.00%	1,020.64	0.02%	4,220.00	0.05%	3,787.70	0.04%
6,940.94	2.12%	745.00	0.13%	689.00	0.12%	13,883.84	0.31%	8,990.00	0.10%	11,757.10	0.13%
(39.82)	-0.01%	75.00	0.01%	-	0.00%	64.03	0.00%	853.00	0.01%	688.91	0.01%
612.11	0.19%	457.00	0.08%	554.33	0.10%	6,217.86	0.14%	5,484.00	0.06%	5,456.21	0.06%
342.29	0.10%	462.00	0.08%	356.65	0.06%	4,391.50	0.10%	5,955.00	0.07%	5,614.80	0.06%
	0.00%	100.00	0.02%	229.95	0.04%		0.00%	400.00	0.00%	341.07	0.00%
15,148.13	4.63%	11,327.00	1.92%	9,546.51	1.66%	114,430.73	2.53%	144,010.00	1.61%	138,929.84	1.59%
\$27,763.91	8.48%	\$27,693.00	4.70%	\$23,090.87	4.01%	\$220,064.64	4.86%	\$332,375.00	3.71%	\$322,242.28	3.68%



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Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Utilities												
5,877.43	1.80%	14,458.00	2.46%	3,193.41	0.56%	Electricity	131,939.96	2.91%	184,038.00	2.06%	159,074.51	1.82%
2,823.55	0.86%	2,610.00	0.44%	2,770.19	0.48%	Gas	23,987.88	0.53%	34,079.00	0.38%	30,100.83	0.34%
3,736.64	1.14%	3,775.00	0.64%	4,439.22	0.77%	Water	45,707.79	1.01%	48,683.00	0.54%	45,696.56	0.52%
1,771.80	0.54%	2,048.00	0.35%	3,069.40	0.53%	Sewer	24,774.12	0.55%	26,413.00	0.30%	26,963.48	0.31%
<u>\$14,209.42</u>	<u>4.34%</u>	<u>\$22,891.00</u>	<u>3.89%</u>	<u>\$13,472.22</u>	<u>2.34%</u>	Total Utilities	<u>\$226,409.75</u>	<u>5.00%</u>	<u>\$293,213.00</u>	<u>3.28%</u>	<u>\$261,835.38</u>	<u>2.99%</u>



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

<div><div>HMM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Management Fees											
Management Fees											
9,820.91	3.00%	17,668.00	3.00%	17,255.10	3.00%	135,918.30	3.00%	268,461.00	3.00%	262,552.31	3.00%
\$9,820.91	3.00%	\$17,668.00	3.00%	\$17,255.10	3.00%	\$135,918.30	3.00%	\$268,461.00	3.00%	\$262,552.31	3.00%
Total Management Fees											



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Hersha Hospitality Management LP
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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Non Operating Income											
Non Operating Income											
209.52	0.06%		0.00%	-	0.00%	209.52	0.00%		0.00%	210.58	0.00%
\$209.52	0.06%	\$0.00	0.00%	\$0.00	0.00%	\$209.52	0.00%	\$0.00	0.00%	\$210.58	0.00%
Total Non Operating Income Fees											



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
101,147.13	30.90%	82,175.00	13.95%	79,858.33	13.88%	979,588.76	21.62%	974,515.00	10.89%	829,841.66	9.48%
101,147.13	30.90%	82,175.00	13.95%	79,858.33	13.88%	979,588.76	21.62%	974,515.00	10.89%	829,841.66	9.48%
Property and Other Taxes											
20,831.10	6.36%	29,903.00	5.08%	21,017.00	3.65%	122,756.87	2.71%	358,836.00	4.01%	252,202.95	2.88%
20,831.10	6.36%	29,903.00	5.08%	21,017.00	3.65%	122,756.87	2.71%	358,836.00	4.01%	252,202.95	2.88%
Insurance											
6,901.76	2.11%	5,840.00	0.99%	6,132.67	1.07%	74,996.71	1.66%	70,080.00	0.78%	51,761.31	0.59%
390.00	0.12%	390.00	0.07%	379.00	0.07%	4,680.00	0.10%	4,680.00	0.05%	4,548.00	0.05%
-	0.00%		0.00%		0.00%	25,000.00	0.55%		0.00%		0.00%
5,491.89	1.68%	2,837.00	0.48%	2,868.75	0.50%	55,553.65	1.23%	34,116.00	0.38%	34,187.93	0.39%
12,783.65	3.91%	9,067.00	1.54%	9,380.42	1.63%	160,230.36	3.54%	108,876.00	1.22%	90,497.24	1.03%
<u>\$134,761.88</u>	<u>41.17%</u>	<u>\$121,145.00</u>	<u>20.57%</u>	<u>\$110,255.75</u>	<u>19.17%</u>	<u>\$1,262,575.99</u>	<u>27.87%</u>	<u>\$1,442,227.00</u>	<u>16.12%</u>	<u>\$1,172,541.85</u>	<u>13.40%</u>



239 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



239 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



209 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
(1,673.83)	-0.51%		0.00%	(1,673.83)	-0.29%	PTEB Allocation	(20,865.22)	-0.46%		0.00%	(20,758.30)	-0.24%
1,673.83	0.51%		0.00%	1,673.83	0.29%	Workers' Compension Insurance	20,865.22	0.46%		0.00%	20,758.30	0.24%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



239 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Interest												
Interest												
85,161.78	26.01%	87,922.00	14.93%	86,826.08	15.10%	Interest Expense	1,023,985.96	22.60%	1,055,064.00	11.79%	1,046,267.78	11.95%
\$85,161.78	26.01%	\$87,922.00	14.93%	\$86,826.08	15.10%	Total Interest	\$1,023,985.96	22.60%	\$1,055,064.00	11.79%	\$1,046,267.78	11.95%



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Other Fixed Expenses												
Other Fixed Expenses												
-	0.00%		0.00%		0.00%	Extraordinary Items	(24,899.08)	-0.55%		0.00%	0.00%	
-	0.00%		0.00%	300.00	0.05%	Owner's Expense	5,377.95	0.12%		0.00%	5,230.43	0.06%
\$0.00	0.00%	\$0.00	0.00%	\$300.00	0.05%	Total Other Fixed Expenses	(\$19,521.13)	-0.43%	\$0.00	0.00%	\$5,230.43	0.06%



287-Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
3,720		3,720		3,720		43,920		43,920		43,800	
1,446		2,595		2,291		21,036		32,227		33,485	
38.87%		69.76%		61.59%		47.90%		73.38%		76.45%	
111.70		137.43		132.09		129.18		159.49		154.42	
43.42		95.87		81.35		61.87		117.03		118.05	
Revenue											
132,794.18	82.22%	276,140.00	77.43%	269,006.77	88.89%	2,277,567.74	83.81%	4,143,934.00	80.62%	4,201,238.29	81.25%
28,543.00	17.67%	80,485.00	22.57%	37,034.72	12.24%	453,668.00	16.69%	995,867.00	19.38%	1,017,545.40	19.68%
-	0.00%	-	0.00%	-	0.00%	400.00	0.01%	-	0.00%	946.00	0.02%
179.25	0.11%	0.00	0.00%	(3,420.02)	-1.13%	(14,149.14)	-0.52%	0.00	0.00%	(49,124.38)	-0.95%
161,516.43	100.00%	356,625.00	100.00%	302,621.47	100.00%	2,717,486.60	100.00%	5,139,801.00	100.00%	5,170,605.31	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
2,150.04	1.33%	4,184.00	1.17%	4,846.15	1.60%	42,615.58	1.57%	48,270.00	0.94%	42,686.42	0.83%
4,587.31	2.84%	5,510.00	1.55%	6,564.58	2.17%	67,523.33	2.48%	79,321.00	1.54%	81,350.12	1.57%
1,012.45	0.63%	3,849.00	1.08%	5,627.79	1.86%	9,165.49	0.34%	44,428.00	0.86%	39,887.26	0.77%
-	0.00%	7,106.00	1.99%	5,514.54	1.82%	15,458.03	0.57%	73,261.00	1.43%	72,844.67	1.41%
16,962.78	10.50%	35,053.00	9.83%	34,119.82	11.27%	219,105.94	8.06%	454,928.00	8.85%	468,705.77	9.06%
24,712.58	15.30%	55,702.00	15.62%	56,672.88	18.73%	353,868.37	13.02%	700,208.00	13.62%	705,474.24	13.64%
-	0.00%	299.00	0.08%	928.45	0.31%	420.00	0.02%	3,603.00	0.07%	6,543.68	0.13%
24,712.58	15.30%	56,001.00	15.70%	57,601.33	19.03%	354,288.37	13.04%	703,811.00	13.69%	712,017.92	13.77%
Payroll-Related Expenses											
857.64	0.53%	2,109.00	0.59%	2,520.58	0.83%	14,876.28	0.55%	26,948.00	0.52%	26,487.14	0.51%
1,182.47	0.73%	1,578.00	0.44%	2,240.27	0.74%	8,761.21	0.32%	17,205.00	0.33%	13,964.55	0.27%
384.29	0.24%	931.00	0.26%	533.81	0.18%	5,954.81	0.22%	11,173.00	0.22%	12,385.98	0.24%
2,424.40	1.50%	4,618.00	1.29%	5,294.66	1.75%	29,592.30	1.09%	55,326.00	1.08%	52,837.67	1.02%
27,136.98	16.80%	60,619.00	17.00%	62,895.99	20.78%	383,880.67	14.13%	759,137.00	14.77%	764,855.59	14.79%
Other Expenses											
-	0.00%	337.00	0.09%	168.12	0.06%	3,483.26	0.13%	4,189.00	0.08%	4,488.79	0.09%
805.59	0.50%	1,894.00	0.53%	1,492.39	0.49%	12,667.23	0.47%	23,525.00	0.46%	24,097.13	0.47%
711.47	0.44%	1,168.00	0.33%	1,120.62	0.37%	7,486.59	0.28%	14,503.00	0.28%	13,656.48	0.26%
586.45	0.36%	787.00	0.22%	764.69	0.25%	8,219.07	0.30%	9,771.00	0.19%	11,191.64	0.22%
-	0.00%	185.00	0.05%	-	0.00%	-	0.00%	285.00	0.01%	-	0.00%
48.66	0.03%	18.00	0.01%	7.78	0.00%	872.44	0.03%	231.00	0.00%	534.11	0.01%
-	0.00%	9,134.00	2.56%	5,831.16	1.93%	33,031.18	1.22%	109,152.00	2.12%	116,044.81	2.24%
-	0.00%	3,218.00	0.90%	3,259.78	1.08%	8,046.09	0.30%	39,963.00	0.78%	42,050.57	0.81%
-	0.00%	0.00	0.00%	-	0.00%	2,750.62	0.10%	0.00	0.00%	2,053.10	0.04%
1,457.96	0.90%	1,189.00	0.33%	1,783.18	0.59%	5,905.27	0.22%	13,631.00	0.27%	15,852.58	0.31%
-	0.00%	-	0.00%	-	0.00%	1,254.25	0.05%	-	0.00%	904.87	0.02%
-	0.00%	23.00	0.01%	68.25	0.02%	13.80	0.00%	289.00	0.01%	3,482.16	0.07%
1,785.60	1.11%	1,725.00	0.48%	1,781.60	0.59%	20,423.55	0.75%	22,144.00	0.43%	22,762.40	0.44%
(10,130.49)	-6.27%	4,493.00	1.26%	5,889.11	1.95%	44,850.14	1.65%	80,793.00	1.57%	101,387.71	1.96%
(42,104.76)	-26.07%	4,993.00	1.40%	1,108.33	0.37%	24,791.07	0.91%	71,959.00	1.40%	71,489.61	1.38%
282.15	0.17%	677.00	0.19%	832.95	0.28%	2,693.25	0.10%	6,839.00	0.13%	6,631.20	0.13%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	798.04	0.02%
-	0.00%	-	0.00%	-	0.00%	373.33	0.01%	-	0.00%	-	0.00%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	1,000.00	0.02%	857.75	0.02%
-	0.00%	-	0.00%	-	0.00%	2.80	0.00%	-	0.00%	11.30	0.00%
-	0.00%	-	0.00%	156.60	0.05%	-	0.00%	-	0.00%	156.60	0.00%
-	0.00%	-	0.00%	41.00	0.01%	-	0.00%	-	0.00%	41.00	0.00%
(46,557.37)	-28.83%	29,841.00	8.37%	24,305.56	8.03%	176,863.94	6.51%	398,274.00	7.75%	438,491.85	8.48%
(19,420.39)	-12.02%	90,460.00	25.37%	87,201.55	28.82%	560,744.61	20.63%	1,157,411.00	22.52%	1,203,347.44	23.27%
\$180,936.82	112.02%	\$266,165.00	74.63%	\$215,419.92	71.18%	\$2,156,741.99	79.37%	\$3,982,390.00	77.48%	\$3,967,257.87	76.73%



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Other / Miscellaneous												
Revenue												
	0.00%		0.00%	-	0.00%	Banquet F&B Revenue-Select Svc		0.00%		0.00%	109.00	0.21%
-	0.00%	200.00	4.77%	210.00	5.30%	Banquet Svc Charge-Select Svc	1,043.00	3.86%	2,400.00	5.07%	2,950.00	5.80%
108.43	11.01%	1,250.00	29.84%	1,339.59	33.79%	Gift & Market Shop Taxable	5,249.02	19.45%	17,071.00	36.05%	18,304.30	35.96%
-	0.00%	15.00	0.36%	20.97	0.53%	Guest Groceries Revenue	102.67	0.38%	180.00	0.38%	148.99	0.29%
	0.00%	24.00	0.57%	-	0.00%	Guest Laundry/Valet		0.00%	229.00	0.48%	187.34	0.37%
-	0.00%	1,200.00	28.65%	1,080.00	27.24%	Meeting Room Rental-Select Svc	5,677.00	21.04%	14,400.00	30.41%	16,380.00	32.18%
876.61	88.99%	1,500.00	35.81%	1,313.76	33.14%	Other Miscellaneous Revenue	13,585.51	50.34%	13,075.00	27.61%	12,822.24	25.19%
-	0.00%		0.00%		0.00%	Audit Results	1,330.75	4.93%		0.00%		0.00%
985.04	100.00%	4,189.00	100.00%	3,964.32	100.00%	Total Other/Miscellaneous Revenue	26,987.95	100.00%	47,355.00	100.00%	50,901.87	100.00%
Cost of Sales												
836.84	771.78%	800.00	64.00%	619.37	46.24%	Cost of Gift Shop Merchandise	2,661.71	50.71%	9,600.00	56.24%	8,615.11	47.07%
-	0.00%	8.00	53.33%	20.97	100.00%	Cost of Guest Groceries	131.77	128.34%	103.00	57.22%	239.07	160.46%
-	0.00%	51.00	212.50%	-	0.00%	Cost of Guest Laundry/Valet	(50.00)	0.00%	599.00	261.57%	953.22	508.82%
	0.00%		0.00%	-	0.00%	Cost of Vending		0.00%		0.00%	6.00	0.00%
836.84	84.95%	859.00	20.51%	640.34	16.15%	Total Other/Miscellaneous Cost of Sales	2,743.48	10.17%	10,302.00	21.75%	9,813.40	19.28%
\$148.20	15.05%	\$3,330.00	79.49%	\$3,323.98	83.85%	Departmental Income (Loss)	\$24,244.47	89.83%	\$37,053.00	78.25%	\$41,088.47	80.72%



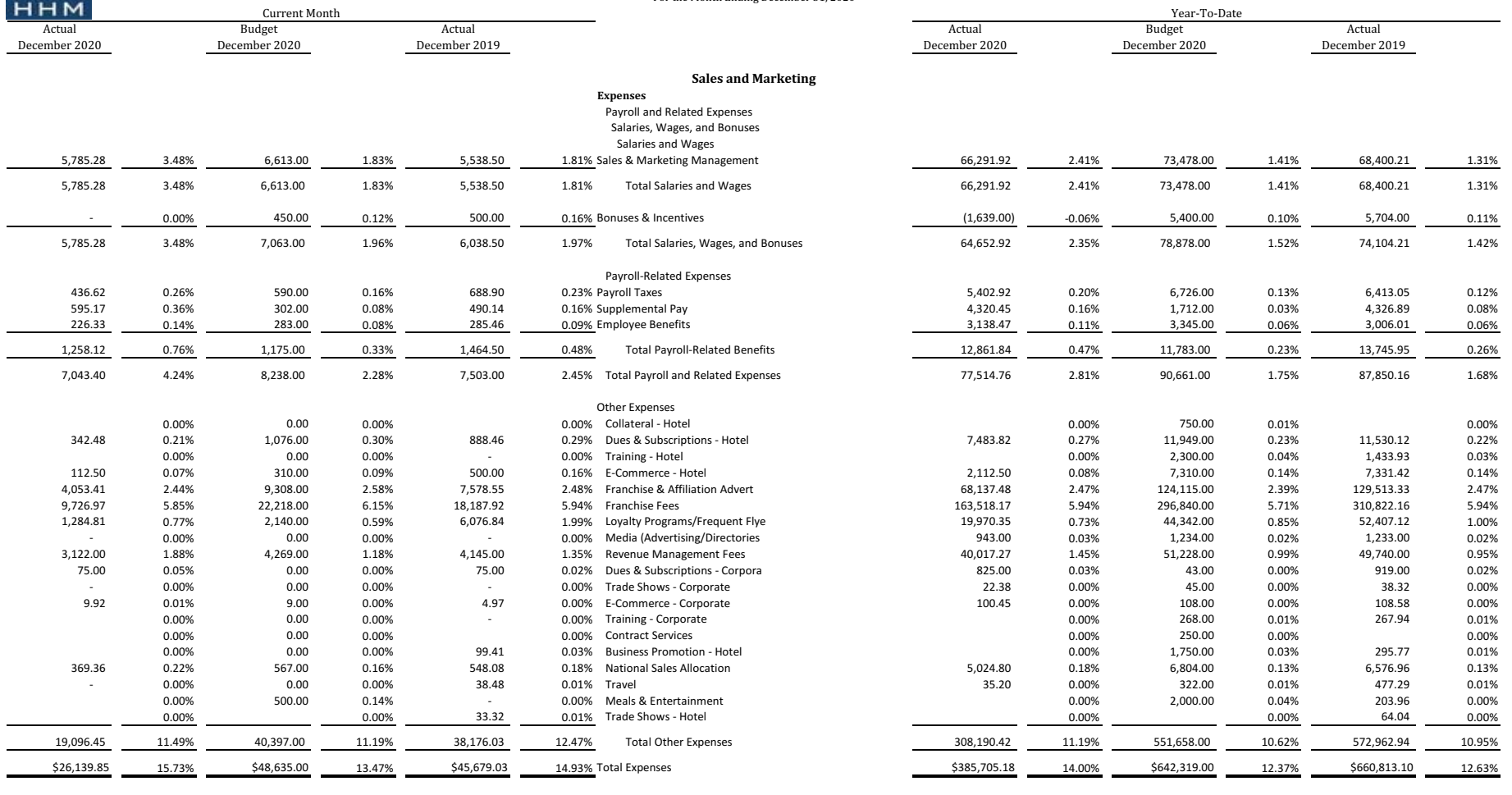
287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rentals and Other Income											
Revenue											
706.39	19.17%	326.00	100.00%	348.79	-63.21%	5,763.05	60.14%	5,606.00	80.84%	6,085.71	49.32%
52.99	1.44%		0.00%	159.68	-28.94%	670.70	7.00%		0.00%	2,212.62	17.93%
2,900.87	78.72%		0.00%	(1,089.99)	197.53%	2,900.87	30.27%		0.00%	2,598.47	21.06%
24.75	0.67%	0.00	0.00%	29.70	-5.38%	247.50	2.58%	1,329.00	19.16%	1,442.22	11.69%
3,685.00	100.00%	326.00	100.00%	(551.82)	100.00%	9,582.12	100.00%	6,935.00	100.00%	12,339.02	100.00%
Total Rentals and Other Income											
\$3,685.00	100.00%	\$326.00	100.00%	(\$551.82)	100.00%	\$9,582.12	100.00%	\$6,935.00	100.00%	\$12,339.02	100.00%



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Hersha Hospitality Management LP
For the Month Ending December 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Administrative and General											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
6,935.92	4.17%	7,537.00	2.09%	5,393.92	1.76%	79,225.66	2.88%	83,348.00	1.60%	65,669.38	1.25%
1,986.75	1.20%		0.00%		0.00%	28,447.04	1.03%		0.00%		0.00%
5,375.00	3.23%	980.00	0.27%	980.00	0.32%	50,038.75	1.82%	12,742.00	0.25%	28,062.00	0.54%
14,297.67	8.60%	8,517.00	2.36%	6,373.92	2.08%	157,711.45	5.73%	96,090.00	1.85%	93,731.38	1.79%
-	0.00%	550.00	0.15%	557.00	0.18%	(905.00)	-0.03%	6,600.00	0.13%	5,865.00	0.11%
14,297.67	8.60%	9,067.00	2.51%	6,930.92	2.26%	156,806.45	5.69%	102,690.00	1.98%	99,596.38	1.90%
Payroll-Related Expenses											
459.08	0.28%	670.00	0.19%	801.40	0.26%	5,738.99	0.21%	12,882.00	0.25%	6,788.98	0.13%
1,094.25	0.66%	331.00	0.09%	778.07	0.25%	7,521.86	0.27%	2,004.00	0.04%	6,685.38	0.13%
1,097.12	0.66%	1,079.00	0.30%	995.58	0.33%	15,018.84	0.55%	12,947.00	0.25%	12,383.14	0.24%
2,650.45	1.59%	2,080.00	0.58%	2,575.05	0.84%	28,279.69	1.03%	27,833.00	0.54%	25,857.50	0.49%
16,948.12	10.20%	11,147.00	3.09%	9,505.97	3.11%	185,086.14	6.72%	130,523.00	2.51%	125,453.88	2.40%
Other Expenses											
254.38	0.15%		0.00%	-	0.00%	2,364.31	0.09%		0.00%	100.18	0.00%
-	0.00%	0.00	0.00%	-	0.00%	450.00	0.02%	360.00	0.01%	360.00	0.01%
-	0.00%	0.00	0.00%	131.25	0.04%	1,541.66	0.06%	1,000.00	0.02%	4,197.52	0.08%
-	0.00%	0.00	0.00%	-	0.00%	266.15	0.01%	700.00	0.01%	207.38	0.00%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	113.06	0.00%
1,059.70	0.64%	1,300.00	0.36%	1,013.71	0.33%	13,840.05	0.50%	15,600.00	0.30%	14,809.02	0.28%
37.68	0.02%	130.00	0.04%	860.91	0.28%	2,149.52	0.08%	1,560.00	0.03%	2,063.66	0.04%
330.00	0.20%	330.00	0.09%	330.00	0.11%	3,960.00	0.14%	3,960.00	0.08%	3,960.00	0.08%
3,017.92	1.82%	3,018.00	0.84%	2,930.00	0.96%	36,215.04	1.31%	36,216.00	0.70%	35,160.00	0.67%
290.17	0.17%	290.00	0.08%	163.33	0.05%	3,482.04	0.13%	3,480.00	0.07%	1,959.96	0.04%
1,870.00	1.13%	575.00	0.16%	574.36	0.19%	12,185.38	0.44%	6,900.00	0.13%	7,550.14	0.14%
481.47	0.29%	0.00	0.00%	897.17	0.29%	4,584.66	0.17%	0.00	0.00%	8,498.78	0.16%
8.33	0.01%		0.00%	1.16	0.00%	110.18	0.00%		0.00%	1,308.50	0.03%
14,606.97	8.79%	5,381.00	1.49%	7,482.64	2.45%	64,644.65	2.35%	126,895.00	2.44%	132,536.75	2.53%
-	0.00%		0.00%	-	0.00%	(21.82)	0.00%		0.00%	593.98	0.01%
830.67	0.50%	417.00	0.12%	1,105.47	0.36%	11,749.45	0.43%	9,233.00	0.18%	10,474.83	0.20%
-	0.00%	0.00	0.00%	40.27	0.01%	99.87	0.00%	0.00	0.00%	902.69	0.02%
91.38	0.05%	40.00	0.01%	57.20	0.02%	631.01	0.02%	480.00	0.01%	627.34	0.01%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	50.98	0.00%
55.00	0.03%		0.00%		0.00%	284.30	0.01%		0.00%		0.00%
-	0.00%		0.00%	-	0.00%	(800.00)	-0.03%		0.00%	-	0.00%
-	0.00%	50.00	0.01%	-	0.00%	591.65	0.02%	600.00	0.01%	7,053.02	0.13%
-	0.00%	150.00	0.04%	226.61	0.07%	127.82	0.00%	1,800.00	0.03%	2,510.42	0.05%
450.45	0.27%		0.00%		0.00%	3,079.95	0.11%		0.00%		0.00%
74.69	0.04%		0.00%	(360.00)	-0.12%	256.11	0.01%		0.00%	-	0.00%
-	0.00%		0.00%	-	0.00%	(0.09)	0.00%		0.00%	(18.92)	0.00%
23,458.81	14.12%	11,681.00	3.23%	15,454.08	5.05%	161,791.89	5.87%	208,784.00	4.02%	235,019.29	4.49%
\$40,406.93	24.31%	\$22,828.00	6.32%	\$24,960.05	8.16%	\$346,878.03	12.60%	\$339,307.00	6.53%	\$360,473.17	6.89%





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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
2,530.80	1.52%	3,921.00	1.09%	3,460.80	1.13%	40,163.20	1.46%	41,902.00	0.81%	37,907.25	0.72%
122.55	0.07%	5,469.00	1.51%	4,791.43	1.57%	13,806.30	0.50%	63,296.00	1.22%	48,055.94	0.92%
2,653.35	1.60%	9,390.00	2.60%	8,252.23	2.70%	53,969.50	1.96%	105,198.00	2.03%	85,963.19	1.64%
-	0.00%	23.00	0.01%	15.00	0.00%	15.00	0.00%	270.00	0.01%	225.00	0.00%
2,653.35	1.60%	9,413.00	2.61%	8,267.23	2.70%	53,984.50	1.96%	105,468.00	2.03%	86,188.19	1.65%
Bonuses & Incentives											
Payroll-Related Expenses											
416.97	0.25%	893.00	0.25%	915.19	0.30%	6,645.72	0.24%	10,675.00	0.21%	9,043.80	0.17%
774.38	0.47%	557.00	0.15%	796.42	0.26%	6,502.74	0.24%	3,909.00	0.08%	7,078.95	0.14%
181.78	0.11%	673.00	0.19%	652.09	0.21%	3,750.99	0.14%	8,070.00	0.16%	7,807.20	0.15%
1,373.13	0.83%	2,123.00	0.59%	2,363.70	0.77%	16,899.45	0.61%	22,654.00	0.44%	23,929.95	0.46%
4,026.48	2.42%	11,536.00	3.19%	10,630.93	3.47%	70,883.95	2.57%	128,122.00	2.47%	110,118.14	2.10%
Other Expenses											
59.90	0.04%	275.00	0.08%	164.88	0.05%	1,636.34	0.06%	3,301.00	0.06%	3,378.89	0.06%
-	0.00%	400.00	0.11%	1,734.60	0.57%	15,597.85	0.57%	4,801.00	0.09%	5,987.69	0.11%
-	0.00%	300.00	0.08%	-	0.00%	-	0.00%	1,200.00	0.02%	633.16	0.01%
-	0.00%	100.00	0.03%	114.22	0.04%	492.34	0.02%	1,200.00	0.02%	1,481.13	0.03%
527.30	0.32%	460.00	0.13%	426.26	0.14%	5,864.82	0.21%	5,358.00	0.10%	5,115.12	0.10%
215.58	0.13%	300.00	0.08%	354.68	0.12%	4,477.98	0.16%	3,600.00	0.07%	7,152.48	0.14%
-	0.00%	50.00	0.01%	-	0.00%	237.44	0.01%	200.00	0.00%	71.76	0.00%
1,044.25	0.63%	1,044.00	0.29%	813.44	0.27%	12,531.00	0.46%	12,528.00	0.24%	9,626.53	0.18%
-	0.00%	60.00	0.02%	-	0.00%	229.18	0.01%	720.00	0.01%	587.85	0.01%
-	0.00%	300.00	0.08%	322.50	0.11%	3,341.82	0.12%	3,600.00	0.07%	4,048.37	0.08%
356.56	0.21%	700.00	0.19%	475.00	0.16%	7,422.57	0.27%	9,600.00	0.18%	8,504.00	0.16%
-	0.00%	23.00	0.01%	-	0.00%	4.55	0.00%	292.00	0.01%	226.59	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	189.74	0.00%
1,938.00	1.17%	1,848.00	0.51%	1,900.00	0.62%	17,555.31	0.64%	20,285.00	0.39%	21,570.45	0.41%
-	0.00%	250.00	0.07%	865.06	0.28%	1,633.03	0.06%	3,001.00	0.06%	3,591.66	0.07%
370.00	0.22%	225.00	0.06%	-	0.00%	2,393.43	0.09%	2,701.00	0.05%	3,127.47	0.06%
2,745.58	1.65%	1,300.00	0.36%	680.54	0.22%	20,593.88	0.75%	15,613.00	0.30%	14,800.29	0.28%
-	0.00%	100.00	0.03%	-	0.00%	56.56	0.00%	1,200.00	0.02%	961.72	0.02%
-	0.00%	0.00	0.00%	-	0.00%	(1,522.50)	-0.06%	19,130.00	0.37%	22,014.52	0.42%
-	0.00%	250.00	0.07%	304.25	0.10%	634.03	0.02%	3,001.00	0.06%	3,574.97	0.07%
-	0.00%	325.00	0.09%	277.55	0.09%	438.92	0.02%	3,900.00	0.08%	4,553.89	0.09%
7,257.17	4.37%	8,310.00	2.30%	8,432.98	2.76%	93,618.55	3.40%	115,231.00	2.22%	121,198.28	2.32%
\$11,283.65	6.79%	\$19,846.00	5.50%	\$19,063.91	6.23%	\$164,502.50	5.97%	\$243,353.00	4.69%	\$231,316.42	4.42%



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Utilities											
					Utilities						
6,431.06	3.87%	8,028.00	2.22%	9,291.93	3.04% Electricity	79,670.16	2.89%	103,571.00	1.99%	103,888.46	1.98%
924.45	0.56%	1,304.00	0.36%	1,410.70	0.46% Gas	9,492.85	0.34%	12,554.00	0.24%	12,633.82	0.24%
1,999.44	1.20%	2,560.00	0.71%	2,833.67	0.93% Water	31,674.65	1.15%	44,101.00	0.85%	44,061.91	0.84%
2,566.60	1.54%	3,335.00	0.92%	3,766.25	1.23% Sewer	41,345.23	1.50%	54,664.00	1.05%	56,008.75	1.07%
-	0.00%		0.00%		0.00% Energy Incentive Rebates	(4,547.53)	-0.17%		0.00%		0.00%
<u>\$11,921.55</u>	<u>7.17%</u>	<u>\$15,227.00</u>	<u>4.22%</u>	<u>\$17,302.55</u>	<u>5.65%</u> Total Utilities	<u>\$157,635.36</u>	<u>5.72%</u>	<u>\$214,890.00</u>	<u>4.14%</u>	<u>\$216,592.94</u>	<u>4.14%</u>



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<div><div>HMM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Management Fees												
Management Fees												
4,985.59	3.00%	10,834.00	3.00%	9,181.02	3.00%	Base Fee	82,621.70	3.00%	155,822.00	3.00%	157,015.39	3.00%
\$4,985.59	3.00%	\$10,834.00	3.00%	\$9,181.02	3.00%	Total Management Fees	\$82,621.70	3.00%	\$155,822.00	3.00%	\$157,015.39	3.00%



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Current Month		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
212,750.94	128.02%	84,164.00	23.31%	81,791.67	26.73%	1,083,021.27	39.32%	1,009,968.00	19.44%	981,500.04	18.75%
212,750.94	128.02%	84,164.00	23.31%	81,791.67	26.73%	1,083,021.27	39.32%	1,009,968.00	19.44%	981,500.04	18.75%
Property and Other Taxes											
52,000.00	31.29%	48,539.00	13.44%	49,026.82	16.02%	582,846.01	21.16%	582,468.00	11.21%	587,841.28	11.23%
52,000.00	31.29%	48,539.00	13.44%	49,026.82	16.02%	582,846.01	21.16%	582,468.00	11.21%	587,841.28	11.23%
Insurance											
2,995.55	1.80%	3,407.00	0.94%	3,620.22	1.18%	35,746.70	1.30%	40,884.00	0.79%	32,408.95	0.62%
285.33	0.17%	285.00	0.08%	277.00	0.09%	3,423.96	0.12%	3,420.00	0.07%	3,324.00	0.06%
-	0.00%	-	0.00%	-	0.00%	25,000.00	0.91%	-	0.00%	(9,731.48)	-0.19%
4,018.45	2.42%	2,082.00	0.58%	2,099.09	0.69%	40,648.98	1.48%	24,984.00	0.48%	25,015.47	0.48%
7,299.33	4.39%	5,774.00	1.60%	5,996.31	1.96%	104,819.64	3.81%	69,288.00	1.33%	51,016.94	0.97%
\$272,050.27	163.70%	\$138,477.00	38.34%	\$136,814.80	44.71%	\$1,770,686.92	64.29%	\$1,661,724.00	31.99%	\$1,620,358.26	30.96%



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
(1,207.48)	-0.73%		0.00%	(1,207.48)	-0.39%	PTEB Allocation	(15,054.35)	-0.55%		0.00%	(14,974.76)	-0.29%
1,207.48	0.73%		0.00%	1,207.48	0.39%	Workers' Compension Insurance	15,054.35	0.55%		0.00%	14,974.76	0.29%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>	<u>December 2020</u>	<u>December 2020</u>	<u>December 2019</u>



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Interest											
Interest											
85,052.93	51.18%	86,095.00	23.84%	85,370.91	27.90%	1,021,226.99	37.08%	1,033,140.00	19.89%	1,012,065.20	19.34%
\$85,052.93	51.18%	\$86,095.00	23.84%	\$85,370.91	27.90%	\$1,021,226.99	37.08%	\$1,033,140.00	19.89%	\$1,012,065.20	19.34%
Interest Expense											
Total Interest											



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
December 2020		December 2020		December 2019		December 2020		December 2020		December 2019	
Other Fixed Expenses											
Other Fixed Expenses											
547.47	0.33%		0.00%	10,808.44	3.53%	19,941.63	0.72%		0.00%	14,866.51	0.28%
Owner's Expense											
\$547.47	0.33%	\$0.00	0.00%	\$10,808.44	3.53%	\$19,941.63	0.72%	\$0.00	0.00%	\$14,866.51	0.28%
Total Other Fixed Expenses											